

August 26, 1915

10¢

# Leslie's

*Illustrated Weekly Newspaper*  
*Established in 1855*



Copyright, 1915, by  
Leslie-Judge Co., N. Y.



Drawn by F. Matania, for "The Sphere,"  
London, and Copyrighted in the United  
States by the New York Herald Company.

Nosing Shells

The Schweitzer Press



*The PAIGE Light Seven Passenger "SIX-46"*

## The Paige "Six-46"—Now \$1295

*A greater car—a finer car—a more luxurious car—and a reduction of one hundred dollars in price.*

Here, we frankly believe, is the most important automobile announcement of the present season.

You all know this car.

You know of its instantaneous success at the automobile shows last January.

You know that everywhere it has been conceded to be one of the most beautiful, one of the most distinctive and one of the most widely copied cars produced by any manufacturer.

And now the price has not only been reduced to the amazing figure of \$1295—

But—

We offer you **more** distinction—**more** luxury—**more** beauty than you were able to purchase at the higher price.

Such is the latest and greatest achievement of the Paige-Detroit Motor Car Company.

Such is the announcement which thousands of motorists have been eagerly waiting to hear.

Now—indeed—comes your opportunity to satisfy that long standing desire and own the car of your choice—a Paige Fairfield "Six-46."

### *New Features in the Fairfield "Six-46"*

When we say that the new Fairfield is a greater and finer "Six" we mean precisely what the words imply.

The only changes which have been made in this car are distinct and obvious **improvements**.

You will find, for instance, that the top is now made of genuine Pantasote, instead of Mohair.

Inside the car, the upholstery has been changed to the finest French glaze hand-buffed leather. No amount of money can buy a finer quality of leather, hair or springs for upholstery.

Scrupulous care has been given to the finish of the "Six-46" and you will find a "paint job" which cannot be bettered in America. It requires twenty-four days to finish the long, graceful body in its Paige Richelieu blue and the wheels have been effectively set off with a warm red.

At every point you will find **better** workmanship—**finer** materials—**handsomer** appointments.

We have deliberately set out to make the "Fairfield" the last word in six-cylinder elegance and luxury. We have spared neither pains nor money to accomplish our purpose.

When you actually **see** the new features you will find it difficult to reconcile so much real value with the greatly decreased price.

Once again you will be forced to admit that Paige has created a new standard by which moderate priced cars must be judged.

Remember, there has never been a single week when the factory could begin to keep step with its orders since this great motor car was announced last January.

Despite our greatly increased manufacturing facilities and doubled production, there is every indication that the overwhelming demand for the "Six-46" will continue.

We suggest, therefore, that you act quickly in placing your order.

Paige Hollywood  
5-Passenger "Six-36"  
**\$1095**

Paige-Detroit Motor Car Company, 1203 McKinstry Avenue, Detroit, Michigan



CLASSIFIED ADVERTISING  
SERVICE


Over 400,000 Copies Each Issue

## PATENT ATTORNEYS

**PATENTS SECURED OR FEE RETURNED.** Send sketch or model for free search and report. Latest and most complete patent book ever published for free distribution. George P. Kimmel, Attorney, 217 Barrister Building, Washington, D. C.

**IDEAS WANTED—MANUFACTURERS ARE** writing for patents procured through me. Three books with list of 200 inventions wanted sent free. Personal Services. I get patent or no fee. Advice free. R. B. Owen, 14 Owen Bldg., Washington, D. C.

**WANTED IDEAS. WRITE FOR LIST OF IN-**ventions wanted by manufacturers and prizes offered for inventions and list of Patent Buyers. Our four books sent free. Patents secured or fee returned. Victor J. Evans & Co., 813 F, Washington, D. C.

**A FORTUNE TO THE INVENTOR WHO** reads and heeds it, is the possible worth of the book we send for 6 cents postage. Write us at once. R. S. & A. B. Lacey, Dept. Z, Washington, D. C.

**WANTED IDEAS. INVENTIONS AND AD-**resses of persons wanting patents. Prizes Offered. "Money in Patents." Books free. Randolph & Co., Patent Attorneys, 789 F St., Washington, D. C.

## HELP WANTED

**WANTED. MEN AND WOMEN TO QUALIFY** for Government positions. Several thousand appointments to be made next few months. Full information about openings, how to prepare, etc., free. Write immediately for booklet G-811. Earl Hopkins, Washington, D. C.

**GOVERNMENT POSITIONS PAY BIG MON-**ey. Get prepared for "exams" by former U. S. Civil Service Secretary-Examiner. Write today for free booklet 99. Arthur R. Patterson, Rochester, N. Y.

## AGENTS WANTED

**PLENTY OF SALES AND PLENTY OF** Profit. Permanent work and exclusive territory. An article that sells to all good homes—the ones that have money. You don't buy anything—you simply sell at \$1.25 profit on each sale. Only hustlers wanted—men and women. Write for booklet "Plenty of Sales and Plenty of Profit." Write now! Moore Drop Forging Co., No. N-0605, Springfield, Mass.

**SALESMEN: POCKET SIDE LINE. NEW** live proposition, all merchants in towns of 100,000 and under want it. Pays \$5.00 commission on each sale. No collecting, no risk to merchant. We take back unsold goods. Easiest, biggest paying side line ever offered. Canfield Mfg. Co., 208 Sigel St., Chicago.

**AGENTS—HERE'S A WINNER. THE MIDGET** Vest Pocket Garment Hanger—sells on sight. The most attractive proposition ever offered. 150% profit. No competition, as article is fully protected by U. S. and foreign patents. Address: Dept. "L." The Silverx Company, 171 Madison Ave., N. Y.

**WE WILL PAY YOU \$75 PER MONTH** to travel, collect names, advertise and distribute samples. Expenses advanced. Write today. Rider Co., Dept. 134, Coshocton, O.

## MOTION PICTURE PLAYS

**WRITE MOVING PICTURE PLAYS: \$50 EACH.** Constant demand. Devote all or spare time. No correspondence course. Start work at once. Details free. Atlas Pub. Co., 357 Atlas Bldg., Cincinnati, O.

## COINS, BOOKS, STAMPS

**\$2 TO \$600 PAID FOR HUNDREDS OF OLD** coins dated before 1895. Send 10c for New Illustrated Coin Value Book, size 4x7. It may mean your fortune. Clarke & Co., Coin Dealers, Box 86, Le Roy, N. Y.

## STATIONERY

**LETTERHEADS—1000, \$2.00; 2000, \$3.50;** 5000, \$7.50; Good Grade bond paper, 16 pound; others charge more for same quality; samples free. Girard Job Shop, Dept. 9-L, Girard, Kansas.

Classified  
Advertiser

Here is what one of our advertisers says of *Leslie's Weekly*. It may be one of your competitors:

"I consider *LESLIE'S* one of the best advertising mediums on my list. The fact that the majority of requests come from intelligent people proves that *LESLIE'S* has a high-class circulation."

Guaranteed Circulation 350,000, 95 per cent. net paid

Edition order now running in excess of 400,000 copies an issue.

Rate \$1.75 a line—minimum four lines. Beginning with Sept. 2nd issue, rate will advance to \$2.00 a line.

Forms close 21 days in advance of date of issue.

## Leslie's

Illustrated Weekly Newspaper

THE OLDEST ILLUSTRATED WEEKLY NEWSPAPER IN THE UNITED STATES  
ESTABLISHED DECEMBER 15, 1855

Edited by JOHN A. SLEICHER

"In God We Trust"

CXXI

Thursday, August 26, 1915

No. 3129

## CONTENTS

Cover Design, "Nosing Shells." Drawn by	F. MATANIA	196-197
Pictorial Digest of the World's News		198
Editorial		199
Watching the Nation's Business	THOMAS F. LOGAN	199
The Trend of Public Opinion	CHARLTON BATES STRAYER	199
A Day with French Soldiers at the Front. Photos		200
People Talked About. Photos		201
Our Greatest Exposition at a Glance. With Photo	JOHN A. SLEICHER	202
Triumphs of the Builder's Art. Photos		203
Motorists' Column. With photo	HAROLD W. SLAUSON	206
Trade Waits on Consuls. With photo	W. E. AUGHINBAUGH	208
The Old Fan Says. Illustrated by "Zim"	ED A. GOEWEY	210
Finding Food for the Cannon. With photo	MARTIN MARSHALL	211
Jasper's Hints to Money-Makers. With photo		212

**SUBSCRIPTION OFFICES:** Main office—Brunswick Building, 225 Fifth Avenue, NEW YORK. Branch subscription offices in thirty-seven cities of the United States. European Agent: Wm. Dawson & Sons, Ltd., Cannon House, Breame's Bldg., London, E. C., England.

Subscriptions for all the publications of Leslie-Judge Company will be taken at regular rates at any of the above offices. Annual cash subscription price \$5.00.

Persons representing themselves as connected with *LESLIE'S* should always be asked to produce credentials.

**CHANGE IN ADDRESS.** Subscriber's old address as well as the new must be sent in with request for the change. Also give the numbers appearing on the right hand side of the address on the wrapper.

It takes from ten days to two weeks to make a change.

**ADVERTISING OFFICES:** Main office—Brunswick Building, 225 Fifth Avenue, New York. Western office—Marquette Building, Chicago. New England office—Tremont Building, Boston.

Address all Correspondence to the Leslie-Judge Co., 225 Fifth Ave., New York, N. Y.

## THE WORLD'S BEST SELLERS



**THE A. Colburn Company** is to be congratulated on the fact that it has not allowed its fifty-eight years of leadership in mustard and spices to lull it into a feeling of security and an adherence to old-fashioned merchandising.

Having for many years sold mostly bulk goods, which could not be identified by the consumer, this company realized that it needed to establish closer relations with the housewives of the country.

To this end, it has steadily increased its production of packaged goods and is aggressively keeping the line before the consumer through advertising. Colburn goods can now be identified on the grocer's shelves, and a strong quality appeal in the advertising is meeting with a rapidly increasing response.

Are you known only to the trade? Would you like to insure the stability and permanence of your business by making your name and product a household word? If so, Advertising Headquarters wafts you welcome.

**N. W. AYER & SON**  
ADVERTISING HEADQUARTERS  
PHILADELPHIA  
NEW YORK BOSTON CHICAGO

In answering advertisements please mention "Leslie's Weekly"

A DELIGHT  
TO THE EYE

"Seen Anything o' My Paw's Cows?"

**IT'S** unfair to the little lass above to present her here in cold, lifeless black and white.

As she appears on the cover of this week's Judge, she is a creature of light and warmth.

The tints of the rainbow are in her cheeks, her hair, her simple little frock, the clouds above her and the foliage that frames her—all blended with master strokes most satisfying to the lover of rich coloring.

She is one of the myriad visions of loveliness which are introduced every week to 150,000 discriminating readers through the columns of

Judge

The Happy Medium

In its pages the work of the most notable of modern day illustrators is supplemented by the smart satire and wholesome humor of many of the country's most entertaining writers—writers who are in hearty accord with Judge's mission to make the world a happier, brighter place in which to live.

You'll find Judge just the little ray of sunshine you need in these days of storm and stress.

Better get acquainted with it now by taking advantage of the special offer of the next 13 numbers for \$1.00.

Subscription \$5.00 a year for 52 splendidly illustrated, colorful numbers.

L-8-28-15

JUDGE  
225 Fifth Ave.  
New York

Enclosed find \$1.00 for which send me Judge for three months.

Name .....

Address .....

No subscription renewed at this price.

# Pictorial Digest of



## RUNAWAY OIL TANK WRECKS PASSENGER TRAIN

An oil tank on a railroad siding near San Bernardino, Calif., broke loose recently and ran wild down a steep grade. When it had attained a speed of 70 miles an hour it collided with a passenger train. Engineer J. W. Benton saw the tank coming and set the brakes on his train, bringing it almost to a standstill before the collision, thereby probably saving the lives of many passengers. He was killed. The oil tank was set on fire and the flames spread to the passenger train.



## WHICH IS THE DOLL?

Eight of the figures in this picture are real, live Japanese beauties, selected by the government of Japan to attend the Panama-Pacific Exposition; the ninth is a doll, life size and made by Tsunokuniya, the most famous doll maker of Osaka. The seven were chosen for their beauty from among more than 500 candidates, but the doll had no competitors. Japan has a splendid display at the Exposition, having made a liberal appropriation, which has been ably seconded by private exhibitors.



## ITALIAN ARTILLERY BEING HOISTED UP ALPINE HEIGHTS

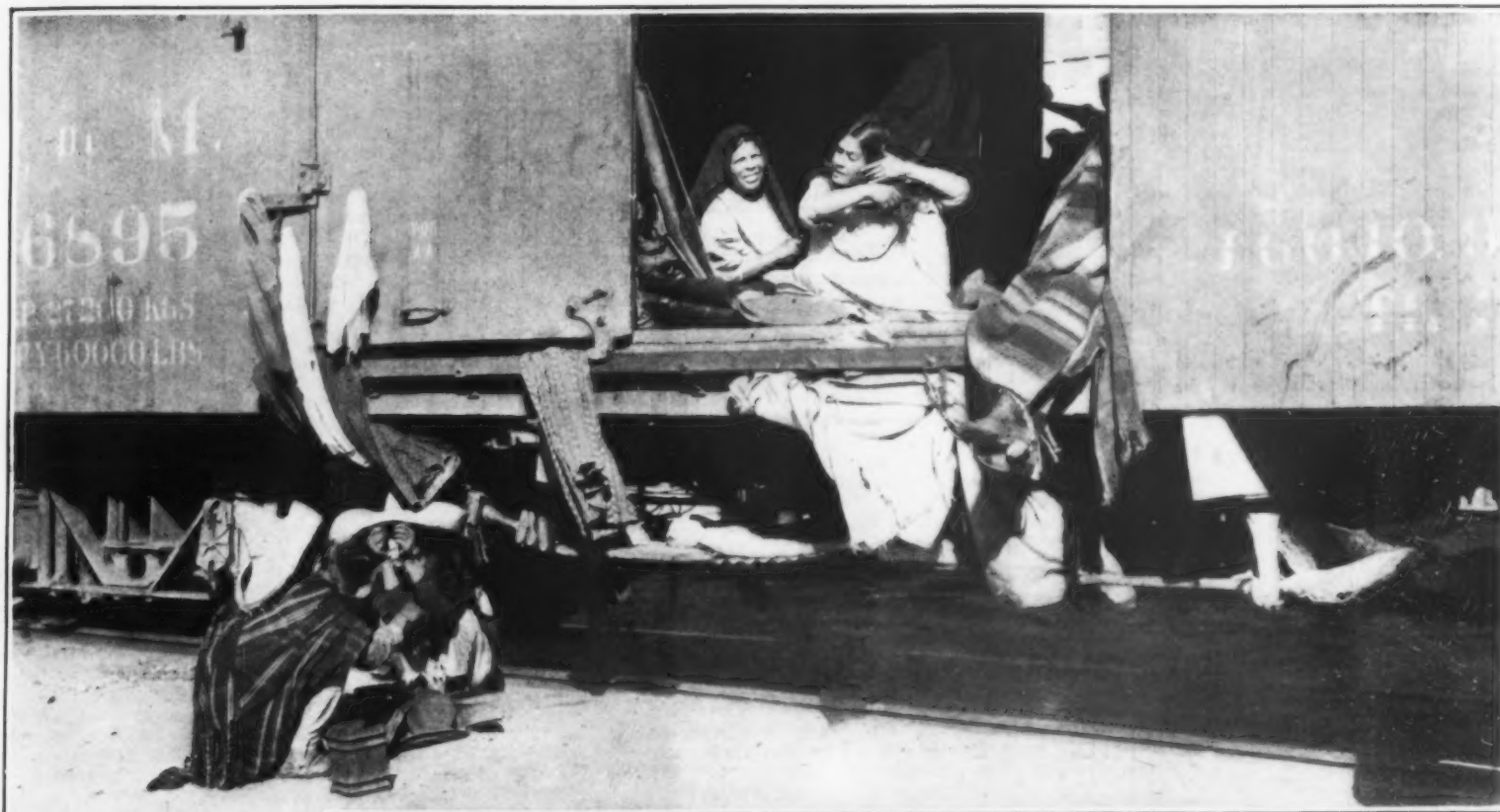
On several occasions it has been reported that the Italians have taken their Austrian enemies by surprise through scaling mountain heights that were supposed to be unscalable. Our artist shows how these feats have been accomplished, the guns and horses being hoisted up the face of a perpendicular cliff by block and tackle.

The Italians have shown themselves full of resource and their wonderful light artillery has been most effective in mountain campaigns. They have slowly but steadily driven the Austrians out of their strongholds and it is said that the bloodiest fighting of the whole war has been in the campaign against Trieste.

DRAWN BY F. MATANIA FOR THE EXPRESS, LONDON. COPYRIGHT IN U. S. BY H. V. HERRICK CO.



# the World's News



## HOW A MEXICAN ARMY TRAVELS

The soldaderas of one of the northern armies combing their hair and cooking their meals while the military train on which they travel is halted. These women accompany the soldiers throughout a campaign. They do not take part in the actual fighting but they are the commissary department of the army, being expected not only to cook the food of the soldiers but to supply it as well. Note that they have suspended blankets between the connecting rods of the freight car in which to ride as in hammocks.



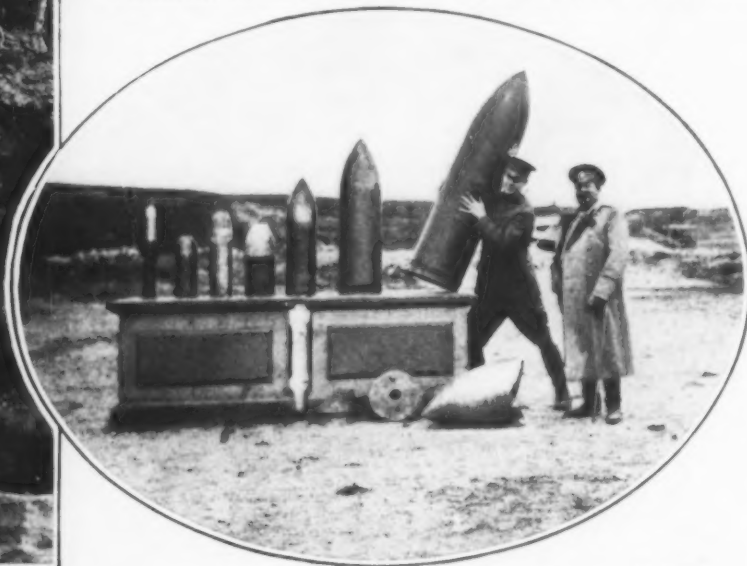
## MOVING \$50,000,000 OF BRITISH WEALTH

On August 11th, the American Express Company delivered to J. P. Morgan & Co. of New York over \$30,000,000 in securities and \$19,534,200 in gold coin on account of the British government. This wealth was sent to Halifax by a cruiser and was deposited in New York to check the decline in the rate of exchange on the pound sterling which stood at 4.745%. In spite of this, the rate fell the next day. The American dollar is now the only standard of value not at a discount.



## HOLDING A FRENCH TRENCH IN THE VOSGES

These hardy French soldiers are fighting in a wooded mountainous country, 2,000 feet above the sea, where there is plenty of material for constructing defenses, both of rocks and trees. In Alsace-Lorraine the French are fighting to regain territory that they lost in 1871, and it is there only that hostilities are in progress on German soil.



## GERMAN SHELLS PICKED UP BY RUSSIANS

These were taken at Osevetz and shown to Mr. McCormick, who observed the war from the Russian side. The calibres are, 42, 28, 20 (two of different lengths of this diameter), 16 (also two) and 10 centimeters. The German artillery was much superior to that of the Russians, especially in the heavier calibres.

# Leslie's Illustrated Weekly Newspaper

New York, August 26, 1915

## EDITORIAL

Let the Thinking People Rule!

### Sincerity and Suffering!

**S**INCERITY covers a multitude of sins. A man may sincerely believe in a very bad cause. Fanatics may be sincere when they burn, torture and slay. The frenzied zealot is always sincere. The inquisitors who burned the martyrs with blazing fagots in the dark ages were sincere.

The Hindu widow of the highest caste who formerly immolated herself on the funeral pyre of her husband was sincere in a belief in the horrible custom. The Chinese mother who bound the tender feet of her little babe, inflicting untold torture and crippling the child for life, was sincere.

Abraham, in all sincerity, would have offered up Isaac on the sacrificial altar if his hand had not been stayed, and the rabbi who released a murderer and crucified the Just One believed that they were doing a good service.

The advocates of an unlimited issue of greenbacks for public distribution to make every man rich, presented arguments and so sincerely advocated them that they had many followers. Almost as many, in our recent recollection, followed the advocates of free silver coinage—as great a financial heresy as fiat money.

The opponents of the policy of protection to American industries and the scale of American wages are undoubtedly sincere and the country is experimenting with their policy. The advocates of the disintegration of our great industries and our superb railroad system honestly believe in what they propose and the people are footing the bill.

When the notorious Mulhall sought to discredit the manufacturers of the country, his false accusations were believed by many members of Congress, and a leading newspaper was so impressed by his sincerity that it paid him \$10,000 for useless letters which convicted no one but himself.

"Mother Jones," who has made herself conspicuous in labor troubles and to whom the yellow press pays tribute, boasted of her work in these words: "I have no vote and I've raised hell all over the country." The Pinkertons have her record.

Thousands believe, from reading the headlines of sensational newspapers, that the late J. P. Morgan looted the New Haven Railroad and that this is the accusation against him that was made by Mr. Mellen, the former President of the line. Yet, Mr. Mellen refutes this imputation and declares that had Mr. Morgan survived and been able to carry out his far-reaching plans, the New Haven Road would be paying dividends still.

The public generally believes that Mr. Roosevelt favors an unrestricted recall of the judges. The truth is that he advocates limiting this recall within close restrictions, but this is objectionable too.

A widespread belief prevails among many honest-minded persons that John D. Rockefeller and his son control the Colorado coal mines which have been the scene of bloody strife, and that all the trouble in Colorado is due to a question arising between the union miners and Mr. Rockefeller. In fact, there are over twenty coal companies in Colorado, the Rockefellers owning only a minority interest in one, while scarcely one-tenth of the Colorado miners belong to the union.

Too many of the American people permit someone else to do their thinking. They mistake noise for argument and sensational headlines for facts. They fall an easy prey to the silver-tongued demagogue and the silver-penned muckraker because the public has neither diligence nor patience to study public questions. The vitally important happenings of Congress, as recorded in the *Congressional Record*, they never read.

In all ages preachers of false doctrines have had their vogue. It would be surprising perhaps if we escaped them now. But in this enlightened day, when education puts the truth within the reach of all, when reason is enthroned, when peace is preached on every side and the brotherhood of man exalted, it is passing strange that the Royal Law is so often and completely forgotten. That law was laid down centuries ago. It is as good now as ever. It reads: "Thou shalt love thy neighbor as thyself."

Sincerity is commendable, but its highest merit is in the performance of service for our fellow men. No sincerity commends itself so highly as that which, listening to the still small voice of conscience, frankly

### We All Go Together

By HON. PHILANDER CHASE KNOX

**W**E all go up and down together. You cannot do injustice to the railroads without hurting the man with the wheelbarrow. You cannot smite the employer without hurting the employee, and you cannot cure the lethargy and depression of business unless the remedy reaches through its arteries to its entire body.

acknowledges a wrong and promptly atones for it.

That Voice is still calling. It would be a wonderful blessing to the American people if it were heard and obeyed by many in public life whose sincerity we do not question, but whose actions have brought suffering and distress to countless thousands.

### A Fight for the Taxpayers

**T**HE whole nation is stirred by the prodigious and unjustified increase in public expenditures. We have been so busy making money that we have overlooked the crushing burden of taxes that has been piling up in city, state and nation.

It reflects the highest credit on the leading Democratic and Republican members of the Constitutional Convention of New York that, for the most part, they are united in a purpose to meet this situation squarely and to fulfill the platform promises made for the past twenty years, in favor of relieving the taxpayers' burden.

Two propositions will do the business and if these are carried in the convention, and if it does nothing else, its members can go before the people of the State with the consciousness of having performed the greatest possible public service.

The Committee on State Finances, of which the Hon. Henry L. Stimson is chairman, proposes a constitutional amendment by which the power of initiating the State budget shall be placed in the hands of the Governor. We have just passed through a State campaign in which each party accused the other of extravagance, and each side presented figures to prove its case. The bewildered taxpayer was left still more bewildered trying to reach a just conclusion. This is the result of the present loose, incoherent and irresponsible method of conducting the finances of the State. It is proposed to make the governor fully responsible, by charging him with the obligation of presenting each year the needs of the State.

The second, and equally important amendment, comes from the Committee on Governor and State Officers, of which the Hon. Frederick C. Tanner is chairman. This, too, follows out the pledges of both the great political parties, in eliminating minor State officers from the ballot, and concentrating authority in responsible heads to be appointed by the Governor, thus, again, making him praiseworthy or blameworthy according to the success or failure of his administration.

Chairman Stimson's report from his committee made the astonishing disclosure that during the past 30 years, while the population of New York had increased a little more than 80 per cent., the running expenses of the State have increased almost 600 per cent., or from \$7,000,000 in 1885, to \$42,000,000 in 1914, with a probability that they will go up to \$60,000,000 before the people know it.

Chairman Tanner presents equally astonishing figures revealing the grossly inefficient and extravagant conduct of State affairs. He shows in his committee's report that in 1894, when the last Constitutional Convention sat, the number of State departments, boards, commissions, etc., was 39, while now it is 152! Meanwhile, the cost of government has increased from \$12,000,000 to \$42,000,000, while the population shows a gain of only about 50 per cent.

The demand for a change from inefficiency and extravagance to efficiency and economy in the public service fortunately, as Mr. Tanner reports, "is not a partisan one," and his committee approaches the subject in this spirit, as does Mr. Stimson in his committee's report.

Every taxpayer in the State should hasten to write to his member of the Constitutional Convention earnestly urging the passage of the proposed budget reform and short ballot reform as above recommended. Another opportunity may not present itself for many years.

It is the taxpayers' fight for good government, for efficiency, for centralized authority, for giving the State the necessary well-organized machinery of government and for reducing the bills of the taxpayers, which means the bills of the *rentpayers*!

### Insulting the President

**P**RESIDENT WILSON is a busy man. The gravest international questions are taking up all his time, yet when he refused to give an audience to Congressman Buchanan of Chicago, representing "Labor's National Peace Council," the latter made an insolent

reply to Secretary Tumulty's polite and courteous letter.

This insolence toward the President is not surprising in view of what has happened during the sessions of the past Congress, when Samuel Gompers and his associates sat in the gallery of the House with bulldozing threats against any Congressman who dared oppose the preposterous proposition that labor and farm organizations should be exempted from the operation of the Sherman Anti-Trust Law, the passage of which both had advocated.

The reluctant signature of the bill, granting this exemption, by the President, showed that he himself feared the power of the labor vote, though the truth is, as everybody knows, that the workmen of this country are among the most independent of all the

voters, and that no Gompers, Mitchell, Buchanan, or any one else can deliver them to any man or to any party. The best proof of this is that, when Mr. Gompers himself ran as a candidate for membership of the Constitutional Convention of New York last fall, he was overwhelmingly defeated.

The same kind of pressure to which we have referred led Congress to pass the so-called Seaman's Bill, which is driving what is left of American shipping from all the seas. Further, it violates treaties with twenty-one foreign powers and in view of this serious situation, President Wilson is carefully considering the bill that he signed after it had been forced through Congress by those who claimed to represent the labor vote.

The action of the President and of his Secretary, commendable as it was, in refusing to submit to Mr. Buchanan's bulldozing tactics, is the best evidence that the scarecrow of the labor vote has lost its scare. The independent working masses of the United States are delighted with this revelation. It furnishes proof of their independence and patriotism—if proof were needed.

### The Plain Truth

**A**LASKA! The first of a series of interesting articles on Alaska by the Editor of LESLIE'S, after a personal tour of that territory, will appear in our next issue.

**R**IGHT! If anybody knows the truth about the newspaper and magazine business, it is our able and conscientious friend, Mr. S. S. McClure, the editor of the *New York Mail*. In an article contributed to the *Fourth Estate*, Mr. McClure resents the insinuation made by W. J. Bryan, in San Francisco, that editors have pecuniary interest in advocating governmental policies. Mr. McClure asks Mr. Bryan to "name one newspaper, or weekly or monthly that has pecuniary interest in any governmental policy it advocates." He adds that he has had close personal and business relations for many years with editors and publishers all over the world and that he has "never known a single instance of the influence of a newspaper or magazine being bought." Coming from such an authoritative source, this opinion carries weight.

**P**AY! "Pay or play" is a good motto for everybody. If we all dealt on a cash basis how happy all would be.

How many realize that the man who pays has to make up the deficit caused by the one who does not pay? The merchant charges more for his commodities to customers who are "good pay" because of his losses by those who fail to meet their obligations. If a man gets on a street car he has to hand out his fare at once, and if he buys stamps at a postoffice he cannot avoid immediate payment. It has been decided by the United States Supreme Court that patrons of the telephone must pay their bills with promptness. A woman in Arkansas sued a telephone company for \$6,300 damages because the company cut off service for 63 days owing to her failure to pay. The court held that the rule of discontinuing service when a subscriber is in arrears is reasonable and in the interest of the service and of paying subscribers. This is sound and just.

**S**TRANGE! It is strange to find a man of such rare gifts and real devotion to the public service as the Hon. Herbert Parsons sincerely advising the Constitutional Convention of New York to adopt an amendment enabling the Legislature to enact minimum wages for women and minors in New York State. This matter heretofore has taken care of itself. Such an amendment would simply put into the hands of demagogic politicians another instrument with which to perplex, annoy and disturb business. It has suffered already more than it should from over-regulation and over-inspection. A minimum wage law would force out of employment every one whom the employer found to be slightly deficient. The minimum wage would be paid only to those who earned it. Every sentimental consideration would be swept away. In many instances, these considerations lead to retention of those not among the most efficient, but who render moderately satisfactory service. The *New York World* and *New York Sun* confirm this observation. It is strange that the light of reason, on this subject, does not illuminate our good friend. He seems to be swept off his feet by the prevailing current of unrest and unreason, a current that shows every sign of early subsidence.



# Watching the Nation's Business

By THOMAS F. LOGAN, LESLIE'S WEEKLY Bureau, Washington, D. C.

## Wilson's Lost Opportunity

HERE is a bit of hitherto unpublished history, which has become of importance in view of the present Mexican situation: When Woodrow Wilson was elected President of the United States, the then President, William Howard Taft, wrote him a letter, explaining the difficulties of the Mexican problem. The letter was written immediately after Victoriano Huerta had thrust President Madero, of Mexico, aside, and taken the reins of government into his own hands. Mr. Taft realized that the question of recognition of Huerta by the American government was delicate. He was aware, however, that Huerta was a strong man and that something might be said in support of the proposition that it required a strong man to control Mexico. He had not committed himself one way or the other. President Taft wrote to Mr. Wilson saying that the problem was apt to embarrass the new Administration; that he wanted to be as helpful as possible; that he was willing to take the whole responsibility himself if the incoming President would simply state his wishes in the matter. He suggested that he would send his Secretary of War, Mr. Stimson, to Mr. Wilson for a conference. The President-elect rejected the proposal. He said that his engagements would not permit him to make the appointment. As a result he has had the Mexican problem on his hands ever since, the situation going from bad to worse. It was consistent with the spirit which he exhibited in this incident that Mr. Taft recently, as a private citizen, wrote to President Wilson, commending him for his attitude towards the European trouble and assuring him of support.

## China's Future

A NEW revolution is pending in China. American agents of Sun Yat Sen, first president of the Chinese Republic, recently served formal notice on a large number of industrial corporations in this country that any contracts they may make with the present government of China will be repudiated along with the obligations they involve whenever the revolutionary party gains control in China. While the State Department is engaged with matters of more immediate importance, the serving of this notice under instructions from Dr. Sun is causing considerable concern in Washington. It was announced recently that China was going to build a modern navy, especially strong in submarines and destroyers. With Japan virtually in control of China's industrial and financial affairs, it is felt here that the Chinese navy and army would be really little more than an auxiliary to Japan.

The credit of China would be used for building up this Japanese auxiliary, but it is not regarded as reasonable to suppose that Japan, with her present control of Chinese affairs, would permit this new force to be created, unless with the knowledge that it would be used for Japan's own purposes.

## Using Retired Army Officers

BETWEEN twenty and thirty army officers, in excellent health and with ample experience, but retired because of the wrong diagnosis of a physician, have applied for reinstatement in the army, but have been ignored by the War Department. A number of officers who, upon their return from the Philippines or Cuba, were found to be suffering from some temporary ailment were retired, but upon recovery of their health were restored by special acts of Congress. At the last session, however, the War Department asked for 1,000 additional officers. The Secretary of War appeared before the Senate Committee on Military Affairs and urged a favorable report. No action was taken, but a provision in the army appropriation bill authorizes the President to restore any retired officer to the active list with the rank he would have attained had he remained in the service. Provision was made that such an officer was to be made a supernumerary in his grade so as not to affect the promotion of those already in the service. Inasmuch as it was provided that only such retired officers shall be reinstated as can meet the regular mental and physical test required, there is no chance that any officer thus restored would prove unqualified. Yet the War Department, needing the additional officers so urgently, has refused to take advantage of the authorization of Congress to restore these men. Naturally, there is considerable speculation as to what influence is at work to keep these retired officers from being returned to active service.

## Great Britain's Latest Method

PUBLIC opinion in England is divided as to the proper policy that should be pursued to keep cotton from Germany. Some of the foremost men in Great Britain urge the government to declare cotton contraband of war, and they are supported by the *Manchester Guardian* and by *Punch*. The British government, however, is wiser than its critics. It has adopted another method of reaching the end in view, and this method probably will be successful, in spite of the protest of the United States. Instead of declaring cotton contraband, which would reverse the British policy of a century and possibly lead to great embarrassment hereafter, the

British government merely includes cotton with all other stuff bound for Germany, and captures it all. So long as the "blockade" exists there is a color of right in diverting vessels to British ports for inspection. After they have been inspected, they may be detained indefinitely without giving the neutral country a tangible ground of protest. Then, if the cargo is composed of stuff that might be valuable to Germany, it is "requisitioned" by the British government and paid for.

## Big Munition Issue Confronts Congress

ONE of the sharpest contests in sight during the next session is that which will arise over the question of contracting for ammunition, arms, and armor, in increasing the national defense. The War Department and certain members of Congress hold diametrically opposite views as to the proper policy to be pursued. For years Gen. Crozier, Chief of Ordnance, has made a study of the problem of scientific national defense—the means whereby the United States could quickly expand its production of ammunition and arms. He holds that the logical method is to provide immense potential capacity, but to use it in times of peace no more than necessary. That is, he would have the Government build arsenals capable of turning out immense quantities of arms and ammunition in time of war, but working at the lowest notch of capacity in time of peace—operating no further, in fact, than would be necessary to occupy a skeleton force and keep the machinery in first-class condition. Supplementing this source of supply, he would let contracts with private establishments for the current needs of the army in peace times, thus giving these plants sufficient inducement to keep machinery on hand and well-trained men, ready to expand production in case of the demands of war. But there are members of Congress who represent labor districts, and others who have arsenals or ideal sites for arsenals in their districts. These legislators are bitterly opposed to giving out arms and ammunition contracts. They would have the government to build up its arsenals and keep them running full blast, even in peace times, in order to give employment to the labor vote in their districts. The military authorities of the government are strong in their denunciation of this plan, which they declare to be wasteful and unworkable without the expenditure of tens of millions annually. The deterioration of powder is such that huge stocks cannot be laid up without risk of loss. What they ask for is not the actual production of arms and ammunition, but provision in the way of machinery and equipment, ready to produce at a moment's notice.

# The Trend of Public Opinion

By CHARLTON BATES STRAYER

## Mexico a Source of Grave Concern

SECRETARY of State Lansing and the representatives of Argentina, Brazil, Chile, Bolivia, Uruguay and Guatemala have jointly framed a note to the chiefs of Mexico calling upon them to put aside selfish differences and unite to rehabilitate their country. A reasonable time is to be allowed for replies, at the expiration of which some action is promised. It is understood that the note suggests an election of federal officers under the supervision of the seven republics who united in framing it. First Chief Carranza intimated in advance that he would not consent to any interference with the politics of Mexico from the outside. General Villa has professed his willingness to join with other factions in establishing a government and has promised to withdraw all pretensions to power if anyone other than Carranza is made chief executive. Meantime, serious disturbances have occurred along the Texas border. Mexican brigands have clashed with Texas rangers, possess of citizens and United States regulars, and a number of them have been killed. At least one trooper has lost his life.

President Wilson's policy of calling on South and Central American republics to act jointly with the United States in Mexico has been generally endorsed by the press of the United States despite the possibilities of future complications. The Latin-American press is not unreservedly enthusiastic. *La Prensa*, of Buenos Aires, says that the attitude of Carranza justifies the fears and caution manifested by Argentina from the beginning of the conference. *El Diario*, of the same city, declares that, notwithstanding the situation in Mexico, "respect of Mexican sovereignty forbids any intervention encroaching on its integrity." *El Mercurio*, of Valparaiso, Chile, echoes the same sentiment in these words: "It is our opinion as well as that of all the Chilean press that we ought to study a way of helping a sister country without offending her sovereignty."

Anti-American demonstrations in Vera Cruz, prompted by the conference, assumed such proportions that Commander McNamee, ranking officer with the American fleet there, called for reinforcements. The *Louisiana* and *New Hampshire* were started for Vera Cruz, but as the agitation died down they were intercepted, lest their presence in Mexican waters might inflame public opinion.

## Indictment for Chicago Disaster

INDICTMENTS have been returned by the grand jury in the state courts against six persons charged with the responsibility for the *Eastland* disaster, in which 981 people lost their lives.

Those indicted for manslaughter are four officers of the company that owned the boat: George T. Arnold, President; William H. Hull, Vice-President; W. C. Steele, Secretary-Treasurer, and Ray W. Davis, Assistant Secretary-Treasurer. Captain Harry Pederson and Engineer Joseph M. Erickson, of the crew of the *Eastland*, were indicted for criminal carelessness. No action was taken against the federal steamboat inspectors who are blamed for permitting the boat to run in the excursion service and to carry more passengers than was safe. The grand jury recommended that the Steamboat Inspection Service be transferred from the Department of Commerce to the Navy Department and urged that expert inspection for stability of boats be provided. The jury found that the *Eastland* overturned from one or more of three causes, overloading with passengers, mishandling of water ballast and faulty construction.

## Working for an Embargo

THE matter of Great Britain's interference with commerce between neutral nations, in order to injure Germany, is assuming grave importance. Americans who have shipped millions of dollars worth of commodities to Holland, Denmark, Norway and Sweden, and who have tried to bring goods out of those countries, only to have the vessels carrying these seized and held for the action of British prize courts, are bombarding the government at Washington with complaints and protests. In an address at New York before 400 merchants interested in exporting and importing, United States Senator Hoke Smith of Georgia condemned Britain's attitude and suggested that an embargo on foodstuffs and war munitions would bring Great Britain to terms. The Federation of German Catholic Societies in session at St. Paul, Minn., passed resolutions in favor of an embargo. During the fiscal year ending June 30th last, \$359,000,000 worth of war supplies was furnished by the United States to the belligerents.

## What of Germany and Peace?

REPORTS of German proffers of peace crop up in the daily papers with a regularity and persistence that lends some color to the theory that the Germanic allies through Austria have engaged the good offices of the Pope in an effort to stop hostilities. Strong undercurrents of thought in favor of an armistice are developing under circumstances that prompt the belief that a propaganda is at work. The *New York Times* says that "Germany is

engaged in preliminary overtures to obtain the mediation of the Pope for the discussion of peace on the basis of the restoration of Belgium. Both Germany and Austria manifest great unwillingness to face another winter campaign." At the same time the Petrograd *Novoe Vremya* alleged-qualifiedly that German overtures for a separate peace with Russia had been made offering to give Russia the Dardanelles and Galicia, stipulating, however, that she must have a free hand to deal with Russia's allies. This proposal was, we are informed, rejected by the Czar. The terms alleged to have been offered are far more generous than the press of Germany will discuss. The *Berne, Switzerland, Tageblatt* prints a manifesto signed by a group of German professors outlining their ideas of the terms on which Germany might conclude peace. These include free expansion for German culture, industry and commerce; military and commercial control of Belgium, cession of a strip of territory and payment of an indemnity by France and cession of a part of Poland by Russia.

## Are We Preparing for War?

IN government circles there appears to be a feeling of apprehension that this country is going to have trouble before long and should be much better prepared to meet it. There are many evidences of this state of mind. It has been announced that the President intends to study the question of national defense though he formerly seemed averse to doing so. Secretary of War Garrison endorses the Ordnance Bureau's recommendation that there be a large increase in magazine and arsenal supplies. The Secretary believes that, in addition to the permanent force of regulars and the militia, this country should have a body of about 500,000 well-trained citizen soldiers which shall be immediately available in time of need. Every fighting ship in the Brooklyn navy yard has been ordered to be made ready for emergency. The War Department is taking steps for finding out just what amounts of munitions of war can be turned out by the various establishments in the United States engaged in that business. Not the least notable token of official anxiety in this respect is Major General Leonard Wood's speech to the 1,100 business men who were in military camp at Plattsburg, N. Y. General Wood declared that it was folly to rely on a volunteer army, urged effective federal control of the National Guard, an army of 250,000 men or more and a big, efficient navy. The General remarked: "The nations whom we apprehend are prepared."

# A Day With French Soldiers at the Front

Photographs Made Especially for LESLIE'S  
by a Soldier of the Foreign Legion



## PROTECTED AGAINST GASES

Every French soldier carries a respirator in his pocket, and in the first line trenches buckets of water are provided into which they can be dipped if there is an attack by gases. The respirator in the photograph is the emergency kind first used. Later models protect the eyes as well as the mouth and nose.



## GETTING NEWS AT THE FRONT

Scene in the first line trenches, where papers, particularly illustrated ones, are much in demand. The soldiers are reading a German paper that has drawings of scenes within the German lines only a few hundred yards away. The man reading is Zinn, an American. Next is Nilson, a Swede, while the third is Krough, a Norwegian. The Foreign Legion includes men of almost every nationality.



## DISCOURAGING A SHARPSHOOTER

This little group is trying to "get" a German who has been sniping from across the valley that separates the trenches.



## EXCUSES DO NOT GO

An order from general headquarters goes into effect at once, and when the company barber gets instructions to clip hair, it is done forthwith, even if the victim is on sentry duty, as in this case, and has to watch the Germans while he is getting his clip. The authorities encourage the soldiers to shave off their beards, which most of them are reluctant to do.



## PHOTOGRAPHY WHERE DEATH IS ALWAYS PRESENT

Even in the second line trenches men are constantly being killed. Shortly after this picture was made a percussion shell struck among the trees in the background and two men were hurt. Papua, the third man from the right in the picture, died on the way to the hospital. These pictures were made in Alsace-Lorraine.



## TAKING DINNER ON THE ROOF

The door to the dugout is almost hidden by the men's feet, but it is the entrance to the underground quarters where they sleep, and the roof is carefully covered with green sod. The men get good rations, served hot. As they are paid only a sou a day they always need money for tobacco and other small luxuries. Cigarettes are greatly appreciated, but the men of the Legion get fewer from friends than do the regular French soldiers.

## SODDING A DUGOUT

These underground habitations are covered over with sod to keep enemy airmen from locating them and directing artillery fire on them. This is a second line picture and the men occupy these caves while resting from their strenuous duties on the first line. They are always shifted at night when there is less danger of their being shelled by the enemy.



## A TYPICAL LEGIONAIRE

Boubakoer, who is a mixture of European and Arab, hails from North Africa. He is a good soldier. The Legion has been in some of the hardest fighting of the war.

## A BELGIAN IN THE LEGION

Colin, one of King Albert's subjects, joined the Foreign Legion when it was at Rouen. His unfailing good humor endeared him to his comrades.





# People Talked About



CONQUEROR OF  
WARSAW

To Prince Leopold of Bavaria fell the honor of entering Warsaw at the head of the conquering army of Austrian and Bavarian troops. The struggle for the former capital of Poland lasted more than ten months, and the Germanic armies were three times repulsed. It was found impossible to take the city by frontal attack, so two great enveloping movements were carried out with such success that the Russian army was forced to withdraw to escape being crushed between the two armies closing in on the city like the jaws of a pair of pincers. Many of the Poles welcomed the German invaders.



HE KNOWS A LOT ABOUT  
MEXICO

Arnold Shanklin, the capable and efficient Consul General to Mexico, who recently returned to the United States, because, it is said, of a difference with Senhor Cardoso, the Brazilian Minister, over the distribution of American relief to the people of Mexico City. Senhor Cardoso was acting as the diplomatic representative of the United States. A few days after Mr. Shanklin arrived in Washington the Brazilian Minister's withdrawal from Mexico was announced. It is said his government recalled him because it had been warned that First Chief Carranza was about to expel him as he had the Minister from Guatemala. Mr. Shanklin has been in conference with State Department officials over the Mexican situation. He is an able man and well informed on Mexican matters.

MADE HIMSELF A  
MILLIONAIRE

Socichiro Asano, once a penniless Japanese boy, and now president of the Toyo Kisen Kaisha, the greatest of all Japanese steamship lines. He is one of Japan's most wealthy men, and he has acquired his great fortune by business ability and application. He is now visiting the Panama-Pacific Exposition accompanied by his wife and two of his eleven children, the Misses Hatsuko and Keiko Asano. Later he will tour the United States, eventually reaching New York, where he will make a careful study of marine affairs.



THEY FOUGHT WITH  
GARIBALDI

Three veterans of the Garibaldi campaign of 1860, now in New York. From the left they are: Giuseppe Bonomolo, who distinguished himself in the campaign in Sicily, where he was wounded; Massimiliano Domenico, who volunteered to follow the Italian liberator and received three medals and a commission for gallant conduct in the Austrian campaign, and Angelo Scrivani, who also distinguished himself and received a medal. He afterwards met his commander during the exile of the latter in America. The son and grandsons of Garibaldi are now fighting in the Italian army.



ONE OF RUSSIA'S BEAUTIFUL GRAND DUCHESES

The Grand Duchess Maria, a cousin of Czar Nicholas. She gives her time and wealth to caring for wounded soldiers. Russia's problem in handling the hundreds of thousands of wounded men with inadequate facilities and little outside assistance is very great.



CHIEF OF POLICE AND BOOSTER

Henry Dunn, who, besides being the most efficient head of the police force Omaha, Neb., ever had, is one of the leading boosters of the town. As a prominent member of the Knights of Aksarben he takes a leading part in preparations for that order's annual carnival, which draws thousands to Omaha from all over the Middle West. This year the carnival will continue through the first two weeks of October.

# Our Greatest Exposition at a Glance

By JOHN A. SLEICHER

I HAVE been to the Panama-Pacific Exposition at San Francisco. It is the greatest thing of its kind on earth. An excursion ticket from New York to San Francisco and back, with the privilege of making the detour to the Exposition at San Diego (and this too is well worth seeing) is being sold at the unusually low rate of \$94.30. The Pullman and diners are, of course, extra. I doubt if this generation will ever again have such a low rate to the coast, and I know it will not have a chance to have another exposition comparable in magnitude, symmetry and artistic beauty with the one at San Francisco. Before it closes on December 4th of this year I advise every reader who can afford the trip to make it. It will live forever in the memory of the best things of your life's experience. The first-class hotels of San Francisco have not raised their rates and any number of small hotels and good respectable boarding and lodging houses and restaurants as reasonable in prices as they are in New York, Chicago or any other leading city, are readily available to the visitor. The Bureau of Information of the Exposition will gladly answer inquiries regarding this matter.

This exposition is a \$50,000,000 enterprise, of which the citizens of San Francisco subscribed \$7,500,000, the State of California \$5,000,000, the city of San Francisco \$5,000,000, the counties of California \$3,000,000, concessions \$10,000,000, states and territories investment in buildings \$8,000,000, foreign exhibits \$5,000,000, and individual exhibitors \$6,500,000. Twenty-five states and territories and twenty-two foreign countries are represented and the exhibits and installations represent an expenditure of \$10,000,000 and show the world's wonderful progress during the ten years since the great exposition at St. Louis was held.

The Panama Exposition covers 635 acres, extends 2½ miles along the southern shore of the famous Golden Gate, twenty minutes' ride by trolley from the heart of the downtown district, fare five cents and plenty of cars. The beautiful gardens, surpassing any plant exhibit ever before given, cover 80 acres and the landscape work alone cost half a million.

Let no one be in a hurry to "do" the Exposition. Take all the time you can spare for it. One day is better than no day, but a week is better than one day and a month better than a week. The ten great exposition palaces are in the center covering 220 acres. There are 110 acres of state and foreign buildings along the bay, 30 acres for live stock exhibits, 40 acres in athletic and aviation fields and 70 acres in the Zone. The last covers both sides of a 3,000-foot boulevard. There are 50 miles of exhibit aisles and 70,000 separate exhibits. Three structures are of steel and all the rest of wood. In the latter 70,000,000 feet of lumber were used.

The buildings are made in imitation of marble and are a mixture of fibre and gypsum. This exposition claims the distinction of being the first at which a definite and comprehensive color scheme has been employed. The colors were selected by the eminent illustrator Jules Guerin. They harmonize with the setting on the shores of the bay and embrace Pompeian red on flat walls, cerulean blue on ceilings, gold and green for ornamental, lattice, bench and woodwork. The superb mural paintings that adorn the spacious and impressive courts and palaces are by the most noted artists of Europe, France and the United States. Study them.

The sculptures are in profusion. They symbolize in fountains, archways, facades, colonnades and colossal statues the triumph of the United States and are the work of 42 sculptors of renown. In the center facing the most beautiful Court of the Universe is the finest conception of the Exposition—the Tower of Jewels—rising in all its wealth of glory 435 feet, the equivalent of a 37-story building, and resplendent with 120,000 "novagems" or cut glass jewels two or three inches long, so lightly hung about the tower that they swing and sparkle in the moving air. Artistic conception could go no farther.

The visitor, whether his stay be long or short, should make a tour—hurriedly if necessary, leisurely if possible—of the ten principal buildings, taking in the main central aisles if nothing more. Rest along the route by going into any of the numerous free moving picture shows. The pictures are educational and the lectures instructive and well worth hearing. The list of moving picture shows is as follows:

MACHINERY HALL: U. S. Government's.  
MINES BUILDING: U. S. Government, U. S. Steel Corporation.  
TRANSPORTATION BUILDING: Wells Fargo Company, Pennsylvania Railway Company.  
LIBERAL ARTS BUILDING: National Cash Register Company, New York State Telephone Company, U. S. Government.  
AGRICULTURE BUILDING: New York State.  
EDUCATIONAL BUILDING: Exposition No. 1, Exposition No. 2, Federation of Churches, Massachusetts Chamber of Commerce, New York State, California State, Wisconsin State.  
CALIFORNIA BUILDING: Kern County, Sacramento Valley, San Joaquin County, Santa Barbara County, Southern California Counties.  
FOOD PRODUCTS BUILDING: Seattle Brewing Company, California Viticulture Company, Heinz's 57 Varieties, Hunt Brothers.  
STATES AND FOREIGN BUILDINGS: Argentine Building, Arkansas, Australia, Bolivia, Canada Bldg.—Canadian Pacific



THE "CATERPILLAR CARS" THAT MAY REVOLUTIONIZE STREET TRANSPORTATION

These unique little trains, pulled by high-power motors, run smoothly over the pavements of the exposition streets, giving an excellent system of transportation at low cost. They were designed for this service, but may be extensively adopted by the smaller cities of the country.

Ry. Company, Enlisted Men's Club, Guatemala, Hawaiian Building, Illinois Building, Iowa Building, Montana Building, Massachusetts Building, Mississippi Building, New Zealand Building, New York City, New York State, Norway, Oregon Building, Ohio Building, Pennsylvania Building, Sweden Building, Washington Building, West Virginia Building.

OUTSIDE BUILDINGS: Live Stock, Grand Trunk Railway, Great Northern Railway, Southern Pacific Railway.

CONCESSIONS: Filmland, Yellowstone.

When tired of walking take one of the queer little auto trains that run over the principal thoroughfares at five- or ten-cent fares. I call them "caterpillars." They look like it. Visit your own and perhaps some other state buildings and don't miss the foreign buildings. The Canadian Building has one of the finest panoramic exhibits on the ground, and the French Building has a marvelous historic exhibit and, for the ladies, a still more fascinating exhibit of life-sized models disclosing the latest French fashions. How the ladies do like it! Of the state buildings, California's, costing \$2,000,000, takes the prize, and dancing is the custom every day for welcome visitors.

One who is not in "a terrible rush" should try to see every building on the grounds. In each he will find something that he would have been sorry to have missed. I happened into the Utah Building, for instance, hardly expecting that it was worth while, and found a model on a large scale of one of our greatest copper mines, with the little dredges all in place and the method of mining enormous deposits of low grade ore all before your eyes. And this was a woman's work. So in the Southern Pacific Building, which, being on my way I thought merely to pass through, I found the Roosevelt Dam, Yosemite, Santa Clara fruit orchards, and other picturesque exhibits so novel that I went over them twice, regretting that I did not have time for one of the "recitals" in its Sunset Theater—all free.

An entertaining crowd will always be found in the Palace of Food Products—the free lunch counter or "tin can temple" as some call it. This is the building that appeals equally to those who have an appetite and to those who want one. Don't think its exhibits are of the ordinary. Here is a flour mill turning out 100 barrels of flour a day, and baking some of it into 1,000 loaves. You can see all the processes from the galleries. Here is the first exhibit of the manufacture of chewing gum. It always has an interested crowd. The condensing of milk is elaborately shown, and many makers of breakfast foods, coffee roasters, raisin seeders are showing you how to get an appetite for their standardized products. Note the diminutive working model of a salmon cannery—a show in itself—the fine aquarium, the fish hatchery, and the method of whale fishing. Lots of free samples to keep your mouth open and exhibits to keep your eyes open. Ten foreign nations show their food products. In the Palace of Horticulture you can extend your pure food lesson by observing the process of canning fruits, of packing oranges, drying fruits and preparing seeds for the market—all on a large scale. This palace cost \$400,000.

The Palace of Mines cost \$350,000. In it you can find studies for a day or a week in looking at working models of hydraulic mining, coal mining (with a model of a mine underground for you to explore if you wish), rescue work in a mine (demonstration every afternoon at 2), the minting of coins before your eyes. The iron and steel industry has the most complete exhibit ever made. Don't pass the fine Anaconda section without looking at the small exhibit near the aisle showing a ton of copper ore and the small cube of copper which it finally yielded. The model of an oil refinery, the process of making white lead and numerous other mechanical exhibits have educational value.

In the Palace of Liberal Arts the book-lover, the amateur and professional photographer, those interested in lithography, the dictagraph-phone, the remarkable development of the wireless, all find plenty to see and study. It covers six acres and yet is one of the smallest "palaces." (Note that they do not call them "Halls" or "Buildings.") In this palace is a colossal typewriter 1728 times larger than the regular instrument. It weighs 28,000 pounds, is 21 feet wide and 15 feet high and it is worked electrically by a pleasing young woman. This interests the crowd, but equal interest is found in watching the youngsters of all ages who have full permission to play with the typewriters all about the enclosure. Some of the antics of the diligent little ones trying to produce "good copy" are decidedly amusing.

The Palace of Machinery is said to be the largest wooden

building in the world. It is 968 feet long and 368 feet wide and cost \$600,000. It has many novelties. Note the wonderful compass, the gyroscope, the latest safeguard on ships, the revolving cyclorama showing the growth of the American Navy, in which we all take pride, the arms and uniforms of soldiers of all nations, the big shells of various dimensions used in the present war, and the explosion of submarine mines at fixed hours in the morning and afternoon. In the exhibition

of an elevator firm you will find a miniature sky-scraper with the elevators making their flights.

And so it goes. Absorbing interest everywhere. In the Palace of Agriculture you can see the products of nearly every state, the latest farm implements seen in action and choice foreign exhibits. A novelty is a blazing invitation from Massachusetts—"Young Man come east to Massachusetts"—and the big bulletin gives the reasons why. They sound like good reasons. In the enormous Palace of Transportation, covering seven acres and costing \$500,000, you see a 4,000-horse-power electric locomotive on a huge elevated revolving turnstile. In a corner an automobile concern is showing how it turns out a complete machine every quarter of an hour. The trick is done before your eyes with a few rods and bars and in fifteen minutes an automobile is finished, and the driver turns on the gas and races out of the building. "Made in the United States!" Don't miss any building. Take time to see the splendid Japanese Exhibit with prices plainly marked on all the goods. Notice the kind of competition American working-men and women must have with free trade.

Don't spare much time for the Zone, but see the Panama Canal in miniature. I wish the figures indicating localities were a little larger in this show, for it is difficult to follow the lectures. The Grand Canyon in miniature gives an idea of what it is. As you wander over the grounds you may see the American Baptist Publication Society's car with an exhibit telling of its missionary work. The artistic panels made of seeds in the California State Building should not be passed over, nor the unique aquarium in the Hawaiian Building. Such queer fishes with such rainbow hues can be found only in the distant tropics.

Lunch as you go along. Try the Holland cakes in the ornate and conspicuous Netherlands Building, or a pineapple lunch at the Hawaiian exhibit in Horticulture Palace or the simple dishes at the fruit and tea garden in a corner of the Palace—coffee 10 cents, sandwiches 15 cents, ice cream 15 cents, strawberries and cream 25 cents. Take your own lunch, as many do, and eat it amid the trees or in the sheltered corners which abound. Read the inscriptions on monuments and buildings. They are the fruit of careful study. Many are classics.

The buildings are not plainly indicated, neither are the various gates. The toilet arrangements are far from perfect and too many of the employees are lacking in courtesy, but this is all on the outside. When you enter the palaces you will find everybody pleasant and willing and eager to give you information regarding the exhibits. I say "everybody." That means with a very few exceptions. You have the exceptions always. None of us is perfect.

San Francisco is a clean city. You can wear your white gloves and white shoes without soiling longer than you can in New York and much longer than you can in Chicago or any other soft-coal-burning city. San Francisco gives you your money's worth. It has all the joy and bright lights of New York, and a regular wide-awake New York kind of editor and pusher in the publisher of the *Chronicle*, Hon. M. H. De Young.

But all San Francisco's brightness fades into the dulllest twilight when you compare it with that of the Exposition grounds at night. After giving the crowd its 50 cents worth (and you can buy an Exposition ticket in town for 40 cents at almost any shop), after feeding him free lunches at all the sample counters, giving him free movies at the 47 moving picture houses in the various palaces (I get the exact figures from the obliging Hamilton Wright of the Publicity Department), after free lectures and concerts and even a free cooking lesson in the Food Palace, after music by the large and well selected bands, the visitor has special free fireworks and illuminations three times a week, beginning at 6:30 p. m. And these are real fireworks. They are on the cool, wide-spreading, tossing bay and cost \$500 every time they go off. They are unique.

Electric lighting is put to the test at the San Francisco Exposition. Thirty thousand incandescent bulbs and thousands of arc lamps and searchlight projectiles are called into play. On the special fireworks nights the combined searchlights brought into use equal 3,600,000,000 candle power, sufficient to light a city of 200,000 inhabitants. I shall not attempt to describe the golden glories of the night illumination. It gives the best imitation of the Northern Lights on a huge scale that I have ever witnessed. A poet must picture it, not a scribe.

If the Panama Exposition at San Francisco is, as we are told, the last that we shall see for many years to come and perhaps for all the passing century, then let it be said in all truth that it is thus far the grandest, the most educational, the most artistic and uplifting of all.



# Triumphs of the Builder's Art



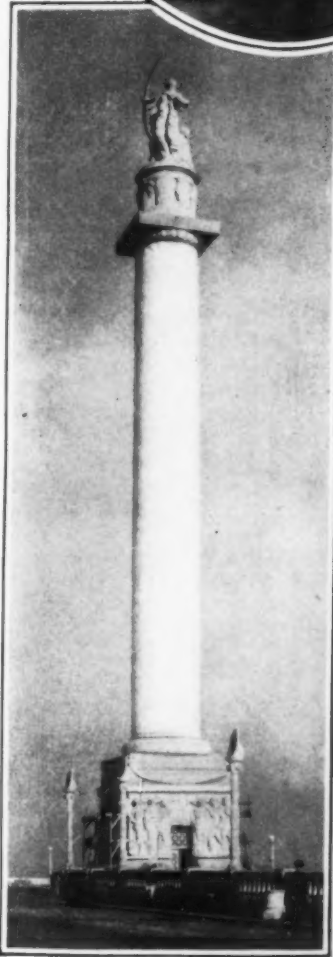
A LOUIS XIV GARDEN

The sculptured fountain at the entrance of Festival Hall at the Panama-Pacific Exposition. On the left is one of the Italian towers, 200 feet high, which guard the entrance to the Court of Palms. The tropical shrubbery of the South Gardens is luxuriant and beautiful, and the whole effect recalls the garden architecture of the Louis XIV period.



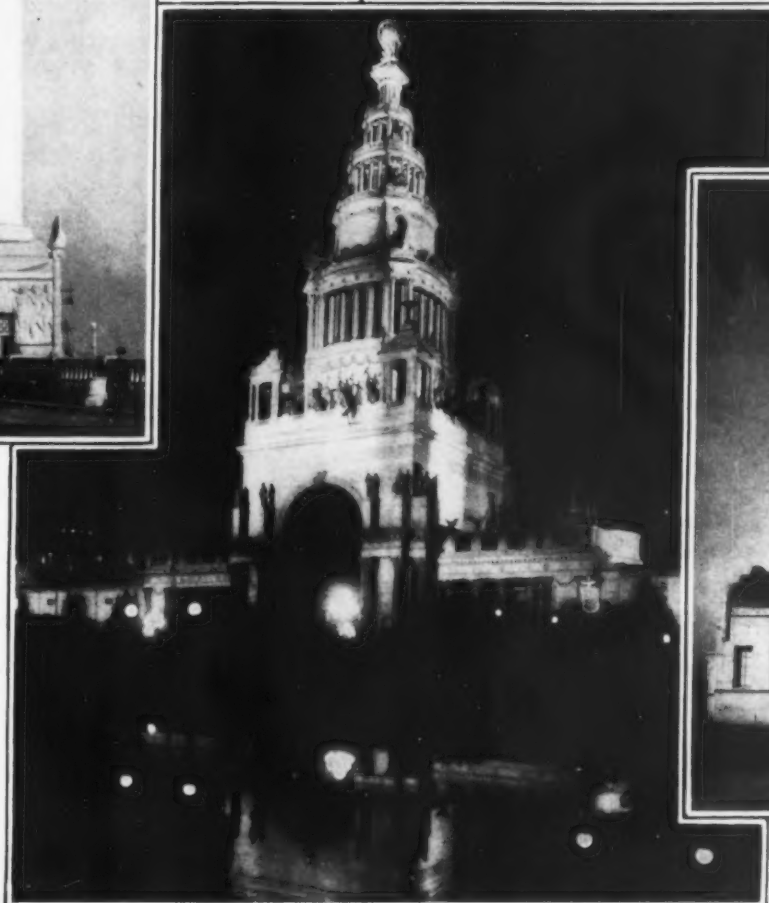
ARCH OF THE RISING SUN

This magnificent arch supports the symbolical sculptured group, "The Nations of the East," which rises to a height of 185 feet. The inscriptions on the arch are translations from the Oriental classics, and their beauty is very impressive.



COLUMN OF PROGRESS

This imposing shaft, 160 feet in height, is surmounted by the sculpture "The Adventurous Bowman," symbolical of the future spiritual and material progress of mankind. The sculptured figures at the base and the bas relief that ascends the column tell the story of past progress. The frieze and sculpture are by Isadore Konti and the "Bowman" by Herman A. Macneil.



TOWER OF JEWELS WITH ITS MAGNIFICENT ILLUMINATIONS

The most impressive of all the buildings, perhaps, is this magnificent structure from which tens of thousands of colored jewels are suspended. They sparkle with an indescribable radiance in the sun, and at night the myriad electric lights illuminate them with equal effect. It is in lighting effects that this exposition shows the greatest advance over all its predecessors.



WHERE TRUE DUTCH HOSPITALITY REIGNS

The official exhibit of the Netherlands is housed in this beautiful and unique building, and one can spend hours in it viewing interesting things and enjoying the thoughtful courtesy of officials and attendants. The Dutch government appropriated \$100,000 for its display, thereby raising it to first rank among the many wonderful and costly foreign exhibits. All the foreign buildings are interesting and the exhibits give excellent ideas of the arts and industries of their respective nations.



## 40 Horsepower 7-Passenger Touring Car, Weight 3075 lbs.

### Valve-in-Head Motor with Overhead Camshaft

**T**HE battle of the giants is on. It is a battle royal for the supremacy of the medium priced motor car field.

It is a battle of that type of motor which smashed all speed and endurance records at Indianapolis and Chicago—against old style motors.

It is the battle of the principles of construction that went 90 miles an hour, for 500 miles at Indianapolis, and 100 miles an hour for 500

miles at Chicago—against out-dated principles of motor construction.

It is the battle of the manufacturer against the middleman, the producer against the assembler, of buying for cash against buying on time, of new efficiency in methods of manufacture and administration against inexperienced methods.

It is the battle of Quality and lower profits against higher profits and lack of quality.

It is the battle of new service ideals and co-operation against old methods of expensive upkeep and neglect of the owner.

Into this contest the Chalm-

ers Motor Company enters the greatest car it has ever built, the Chalmers Six with valve-in-head overhead camshaft motor.

It is the lowest price at which Chalmers Quality has ever been sold—\$1350 for a big 7-passenger touring car!

It is a new car at a lower price sent to battle with old cars at cut prices.

With new service to owners, bigger plans, bigger output, new buildings, increased factory facilities and greatly increased production the Chalmers Motor Company moves forward to the great battle with supreme confidence.

*"Let your next Car be a Chalmers"*

**Chalmers Motor Company**  
DETROIT, U.S.A.



# First Quality Car at \$1350

**New Motor   New Car   New Price   New Service to Owners**  
**Increased Factory Facilities—Greatly Increased Production for 1916**

**T**WO years ago we saw three things. First was that the tendency of the public demand in both Europe and America was to a compact high speed motor that was more efficient, would get away quicker, run more smoothly, have greater flexibility, show greater economy and last longer under hard service.

Second was that a public temporarily diverted to cars that looked well and rode nicely for a while, would swing back to demand quality manufacture and the ability to "stay put."

Third was that only those manufacturers who built their own cars in large volume and bought their own materials for spot cash at the advantage of the market could survive.

## Motor Designed in Europe

So we sent our engineers to Europe to design a new motor and began to lay our plans for a greatly increased production this season.

We are now building two big new factory additions to handle the work. We added machines that cost \$90,000.00 apiece to do work in our factory in order to give this remarkable quality car to you at \$1350.

No one dreamed that such a car could be built for \$1350. It is equal to cars that sold for \$4000 three years ago. It isn't a made-over model, reduced in size, or certain things eliminated to fit the price—it is a brand-new car, designed specially as a Quality car at a low price.

## New Service to Owners

Buying a motor car without a definite guarantee of service is unwise and costly.

Every Chalmers dealer gives to every buyer of a Chalmers car a *definite service* free of all charge.

This service consists of a Service Coupon Book, each coupon being redeemable for a definite amount of work at any Chalmers dealer's anywhere at any time.

## The Quality Car at Small Profit

We are marketing this QUALITY car on the lowest profit per car in the motor car business.

The great valve-in-head motor, with overhead camshaft, costs us \$80.00 more to build in our own shops than the ordinary type of motor can be bought for on the outside, and most of the competitors in our price class are using the ordinary type of motor.

When Chalmers engineers went to Europe to study design two years ago, they found European designers at work on high speed motors of the valve-in-head type with overhead camshaft.

European makers had already tried this type out in their racers. They were perfecting it for a road car.

We hoped to be the first in America to adopt this style of motor. But when the war stopped European makers fate decreed that we should lead the world in the use of the valve-in-head overhead camshaft motor for a stock car.

## Speedway Racers All of This Type

We were not surprised at the showing at Indianapolis and Chicago, where this type of motor won all honors. We knew a year ago that these results would be achieved. We knew that to attain a speed of 90 to 100 miles an hour the motor

would have to be a valve-in-head, overhead camshaft type.

Think of it! 90 miles an hour for 500 miles at Indianapolis and the first four and eight of the first ten to finish were valve-in-head motors with overhead camshafts!

And then the Chicago races at 98 miles an hour for 500 miles—the first three and seven out of the first eleven were of this type!

Some one said a short time ago that people buy motor cars largely on three P's—Paint, Price and Performance. You can measure this Chalmers wonderful car, at \$1350, by any one of these three standards. It is right in Paint, which indicates finish and wearing qualities.

It is right in Performance, because no car at any price performs better than this car does.

And it is right in Price. No one in the history of the industry ever approached such quality at such a price before.

## Take a Ride in This Car

"Take a ride in this car," and see for yourself if you do not get in this Chalmers type of six-cylinder motor all the smoothness, all of the flexibility, all of the pick-up, and all of the "pep" that is claimed for any other motor built, no matter how many cylinders it may have.

Therefore, we say that all of our strength, all of our organization, all of our money, all of our reputation, are back of these six words: "TAKE A RIDE IN THIS CAR."

Demonstrators are now in the hands of our dealers.

"TAKE A RIDE IN THIS CAR."

## The Chalmers Club

Every Chalmers owner is invited to join the Chalmers Club.

Each member receives regularly without charge "The Chalmers Clubman," a magazine devoted to the interests of Chalmers owners. Also a membership card commending the owner to the courtesies of all Chalmers representatives everywhere.



Quality First

*"Let your next Car be a Chalmers"*

**Chalmers Motor Company**  
DETROIT, U. S. A.



Otto Walker, the winner, getting the checkered flag at the finish

## Harley-Davidson Wins International Grand Prize Race

300 Miles at 76-3/10ths Miles an Hour

WHEN the Harley-Davidson won 1st, 2nd, 4th, 5th, 6th and 7th in the International 300 Mile Grand Prize Race at Dodge City, Kansas, the crowd shouted their approval.

But when it became known that all six Harley-Davidsons finishing in the first seven places had broken the former World's Record, the crowd realized that they had witnessed the most stupendous victory in the history of motor driven vehicles. The pace was terrific, 80 miles an hour much of the time.

One after another of the 19 competing machines of other makes were put out of the running, until, before the race was finished every make but

the Harley-Davidson had one or more of its entries eliminated and some had lost all. Such was the grind, yet every Harley-Davidson entered finished.

That the Harley-Davidson won this race so decisively as well as finishing 1st and 2nd in the other four big long distance races held this year is conclusive proof of the consistent speed and reliability of the stock Harley-Davidson.

Ask your Harley-Davidson dealer for a demonstration or send for catalog today.

### HARLEY-DAVIDSON MOTOR COMPANY

Producers of High-Grade Motorcycles for Fourteen Years

442 B Street, MILWAUKEE, WIS., U. S. A.

GOODYEAR  
AKRON, OHIO  
Blue Streak  
Motorcycle Tires

## Speeding Toward Blue Streak Motorcycle Tires

Thousands of Riders Are Headed This Way Now

Blue Streaks have won and held the greatest victories for speed and endurance. In July alone they broke the world's records for one mile, 100, 200 and 300 miles.

Each month the Goodyear tires are winning hosts of riders. Men can't resist their brilliant performance and appealing beauty.

This year we are spending \$50,000 extra for betterments. Yet we've cut our prices 15 per cent—due to multiplied output.

Note the swagger distinction that Blue Streaks give to any motorcycle. Fig. creamy-white tires surmounted by the All-Weather tread of shapely blocks, and a racy blue circle running round the centre. This tread is sharp-edged and extra wide, so it grips securely when you take sharp turns. It is tough and extra thick, so it outwears other treads and lessens risk of puncture.

The Inner Tubes—built layer on layer like Goodyear Laminated Automobile Tubes—are 30 per cent heavier than ordinary.

So ask your dealer for Goodyear Blue Streak Tires and Goodyear Laminated Tubes. Join the gala procession that now takes Luxury's ride.

The Goodyear Tire & Rubber Co., Akron, O.  
Makers of Goodyear Fortified Automobile Tires

(2550)



SHEEPSHEAD BAY RACE TRACK IN NEW YORK CITY

When completed, this will be the fastest race track in the country, and, probably, in the world. Like the Chicago track, it is constructed of hard wood laid lengthwise, but the banking at the turns increases in steepness as the outer edge is approached. The curves are therefore concave, or bowl-like, and thereby differ from the turns on the other high-speed tracks in the country, which are of uniform steepness, the angle being represented by a straight line. The track is two miles in length, and the first race for the cup donated by Vincent Astor will be of 350 miles and will be held on October second. When completed, the covered grand stands will occupy a continuous stretch approximately three-quarters of a mile long, and will accommodate 100,000 persons.

## Motorists' Column

Motor Department

Conducted by H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks, delivery wagons, motorcycles, motor boats, accessories or State laws, can obtain it by writing to the Motor Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City. We answer inquiries free of charge.

### RACING—WHAT IT DOES FOR YOU

THERE have been millions of dollars spent during the past year or so on the construction of new race tracks for motor car speed contests. Hundreds of thousands of persons have witnessed these events, and the total attendance next year will probably surpass a million. Indianapolis, Sioux City, Chicago, and finally New York, have entered the ranks of the cities catering especially to the sport. From an average speed of less than ten miles an hour made in the first New York and Philadelphia Race, ninety miles in length, the early part of this century, to speeds of over 102 miles an hour for a hundred miles, represents a progress in development and design little dreamed of a decade or so ago.

Where will it end? What speeds does the future hold out as the ultimate mark to be reached by the daring drivers; and, most important of all, what good is done to the average car purchaser by this expenditure of time and money on the preparation of tracks, the construction of racing machines, and the payment of hundreds of thousands of dollars in admissions?

It is certain that automobile racing on especially prepared tracks has taken its place as one of the leading sports of the day. The permanent investment that has been made in the purchase of hundreds of acres of valuable land; the construction of brick or board courses, and steel and concrete grand stands; and the expenditures in time and money on the part of some motor car manufacturers, drivers and owners, mean that the sport is destined to become a permanent institution. Races on such tracks have been robbed of most of their danger by the scientific banking at the turns, and the heavy guard rails serve to protect both drivers and spectators. As designs are refined and speeds are increased, the ability of the individual driver becomes more and more a factor. Consequently, excitement, due to close contests, can always be assured.

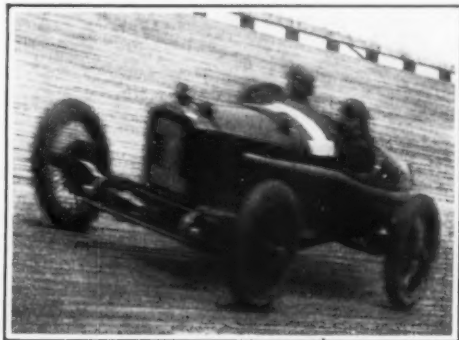
So much for the permanency of the sport; but what about its real intrinsic value to the industry? Adherents of horse racing have used as a plea for its retention that it serves to improve the breed of horses, but this improved breed is restricted solely to the "descendants" of the famous racers. But if horse racing improves the breed of horses, how does motor car racing improve the breed of horseless carriages? Is it only the manufacturer who makes a business of building racing cars whose product is benefited by the experience thus gained, or is the advantage to the whole industry? Unqualifiedly we can

say that the latter holds good, that the manufacturer of a \$500 car may be greatly benefited by the results attained by a \$5000 racer, and the experience so obtained is put directly, or indirectly, as the case may be, to the benefit of the purchaser.

The modern automobile race track is a school of practical experience in which the theories and ideas of the leading men in the industry may be put to an accurate test. The various units composing the automobile industry are closely identified with each other. The pronounced success of a certain type of valve construction, or of a certain formula of steel in a particular race, soon becomes public property "in the trade," and the experience gained may be made use of by any manufacturer. Where, except in 300-, 500- and 1000-mile races, can we obtain, in a few hours, practical information based on actual results as to the fatigue of models under sustained high speed, the wear of certain parts subjected to intense heat, or the proper size and proportion of dimensions of parts that are subjected to greater loads in a few short hours than would be represented in a year or so of ordinary service? Any information of this nature represents advancement in design, and because of the close relations of automobile designers with each other through their common membership in engineering societies, every manufacturer is benefited. It makes no difference whether the policy of a manufacturer is to build only stock cars and never to enter a contest of any kind, or whether he produces racing machines as a specialty, the industry is immensely benefited by the results of these high-speed contests.

But it is not through the car manufacturer alone that the average purchaser of an automobile is benefited. Accessories play an important part in the winning of auto-

(Continued on page 209)



BREAKING THE WORLD'S RECORD

Resta, winner of three other speed events this year, won a 100-mile race on the Chicago Speedway on August seventh at the rate of 102.85 miles an hour.





## —and the Cadillac “Eight” stands all alone

Do you wish to know how good a car this new Cadillac is?

Follow your own thoughts.

You will find that you are thinking what the nation is thinking.

Look back a little bit.

A few years ago the storm raged around the Cadillac.

A dozen or more cars sold at approximately the same price.

All claimed equality with the Cadillac.

The Cadillac field was the coveted field—because it was a quality field.

These dozen or more cars struggled to find a place in it, because they were eager to share in Cadillac success.

And, now, how do things stand?

A limited market above the Cadillac in price—and a large market below.

And in the center, as solid as a rock, the great Cadillac clientele—greater, and stronger, and more solid than ever.

When you search for a car to compare with the Cadillac do you look downward?

It is not likely.

And yet many a man in past years has thought that he was buying a car as good as the Cadillac, because he was paying an approximate price.

He cannot think that now, because these cars have removed themselves from the Cadillac field.

The storm that once raged around the Cadillac still rages, but it is in another zone. The Cadillac is out of it, and above it.

In its own great quality class the Cadillac stands alone—all alone.

The Cadillac owner does not believe that its equal exists.

And if **you** are looking for its equal—where will you look?

You must first find a car of equally fine construction.

If you search for equality with the Cadillac, where else will you find such workmanship?

Again—in your search for a car equal to the Cadillac, you must find a car of equal experience in V-type engine construction.

The Cadillac has brought the V-type principle to a state of comparative perfection in the building of 13,000 V-type eight cylinder cars.

Where will you look for a like experience—for equal certainty—for such positive insurance?

What is the utmost you desire in a car?

Your friend who owns a Cadillac already has it.

He cannot think of any respect in which its efficiency could be improved.

In freedom from gear shifting, in ease of control, in swift acceleration, in hill climbing ability, in comfort and luxury, in all the things which contribute to ideal motoring, the Cadillac owner will tell you that he has them in superlative degree.

In his mind—in your mind—in the mind of the nation—is not the standing of the Cadillac absolutely fixed?

In all the things which constitute quality—the highest known quality—is it not universally accepted as a standard?

Your choice therefore, is rendered simpler than ever before.

You are freed from the distraction of many claims of equality which may once have confused you.

You know what the Cadillac offers:

- engineering pre-eminence,
- and social pre-eminence,
- unequaled V-type experience,
- the enthusiastic endorsement of 13,000 owners,
- mechanical construction representing the highest type of fine manufacturing extant,
- and an established record of luxury, long life and endurance.

We repeat—you know that you get these qualities in the Cadillac.

Where else could you get them?

### Styles and Prices

Standard Seven passenger car, Five passenger Salon and Roadster, \$2080. Three passenger Victoria, \$2400. Five passenger Brougham, \$2950. Seven passenger Limousine, \$3450. Berlin, \$3600. Prices include standard equipment. F. O. B. Detroit

**Cadillac Motor Car Co. Detroit, Mich.**

## Trade Waits on Consuls

By W. E. AUGHINBAUGH, Editor LESLIE'S Export Promotion Bureau

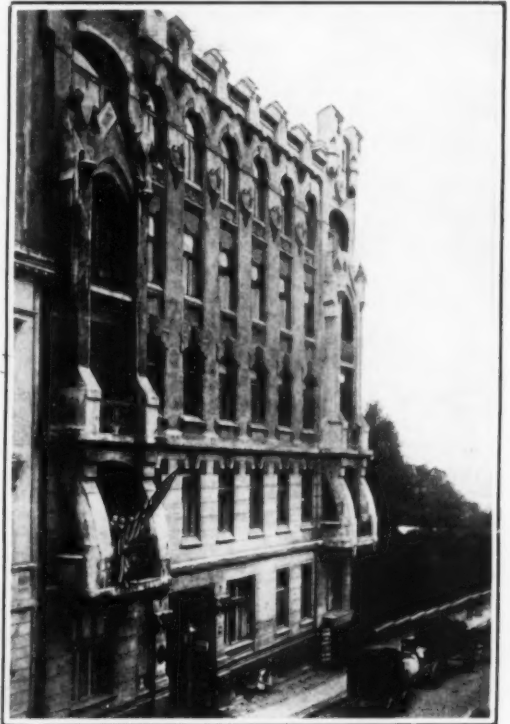
THE extension of the commerce of the United States with foreign nations and the possibilities for American manufacturers and American products in countries with which we have had but little trade depend materially upon an efficient consular service. The latter should be composed of educated and experienced men, skilled in diplomacy, familiar with international law, linguists, possessed of business knowledge and keen to discern trade opportunities. The members of the corps should be capable of supplying valuable information and rendering practical assistance at all times to American manufacturers and exporters, and should promote by every legitimate means our trade with the nations of the world.

Promotion of the commerce of the United States is not a mere matter of simple routine. On the contrary, it is a problem of constant aggressive and progressive enterprise. The great commercial nations have always been active in improvement of their consular service and have altered it as conditions warranted, so as to satisfactorily meet the exigencies of steadily increasing competition in international trade. In this respect England has perhaps led the world, followed closely by Germany, then France, Holland, Italy, Belgium and Japan in the order named. The consular system of the United States, however, has remained practically unchanged since 1790, when it originated. This neglect is the less excusable when our foreign trade of a century ago is contrasted with that of to-day. The existing unfortunate condition of affairs has entailed great financial loss on our overseas business.

Until recently Europe consumed the greater portion of our exports, and the condition of other producing countries was such as to throw trade into our hands without effort on our part. To-day, however, other lands, particularly those of Latin America, are exporting wheat, cereals, cotton and cattle. New sources of petroleum have been discovered. The problems of international supply and demand have undergone radical changes and will alter basically in the near future. We are face to face with keenest competition. To keep the trade we have already acquired and to secure more in the marts of the world require our very best efforts.

Nations maintain consuls at the larger ports and at shipping and manufacturing centers of foreign countries. In the smaller seaports and less prominent forwarding and producing localities vice consuls and consular agents have their posts. A consul general is presumably in charge of all the consular officers in a country or specified district. As a rule the consul general and the consul are American citizens, but vice consuls and consular agents may be foreigners and frequently are merchants in active business. Such posts as these are naturally much sought after by the enterprising gentlemen of other lands, for they give opportunities to ascertain our trade secrets and contemplated business movements, as well as our prices, freights and other quotations. In this manner we defeat the very purpose for which the office was created and in addition pay our foreign vice consul or consular agent for acquiring the exact competing information he most desired.

The chief duties of our consular service are to aid in the expansion of American commerce, and to secure for American commercial interests equal trade opportunities with the people of other countries. One of the unfortunate features of the consular service is the lack of interest on the part of Congress as to its requirements. The lawmaking body does not appreciate what the service has done, what it is doing, or what it could do in the interest of the nation, and niggardly appropriations are holding in leash all personal activities of the capable and efficient men now in the consular corps. The Department of State recognizes the necessity for larger appropriations, but is hopelessly handicapped by legislative penury.



THE AMERICAN CONSULATE IN WARSAW

Our consular representative was one of the few who remained on duty when the Russians evacuated the city. He will look after the interests of subjects of the Allied governments as well as of Americans.

riousness. The good men who join the force are for this reason continually resigning. "No consular officer can legitimately save money from his salary and the large majority of them actually pay for the privilege of serving Uncle Sam," is the terse manner in which a high official familiar with conditions expressed himself.

There have been some changes for the betterment of the service, beginning with President Cleveland, and continued under President Roosevelt. These have done much to remedy the more startling defects, but there is vast room for other radical improvements. Up to the present time the one great trouble with the service is that it is too much under control of politicians. Despite the fact that a rigid civil service examination is necessary to admit one to the position of consular officer, service and promotion therein to a great extent depend on political pull. Efforts to make efficiency and competency supplant the political system of appointment and advancement have for the most part been failures. Greater permanency in office is also needed. Many other improvements might be suggested. The only way to make this body of public servants what it should be is to eliminate the political factor in appointment and promotion and make merit the one means of entrance and progress in the service.

One Member of Congress asked me if I knew of a consular post 10,000 miles away from his State, because his county chairman was getting too strong and he saw in him a possible opposing candidate for his seat at the next election. A locality more than 12,000 miles distant was readily secured for the ambitious chairman, to which he was dispatched with his family. He was obliged to remain for four years, because he could not sooner save enough from his small salary to pay his way home. On his arrival home he found another man, more open to Congressional and party logic and with less political aspiration, serving as county chairman, and the ex-Consul was forever out of the running.

Many of the earlier appointees in the consular service whose connection with the corps came as a reward for political help were so ignorant as to make Americans the laughing stock of everybody with whom they came in contact. I recall such a character. His personal cards, perhaps the first he had ever had, were printed on pink cardboard. At one corner appeared a half-tone picture of himself, provided with an enormous mustache shaped like a cow-catcher, and entirely concealing his upper lip and chin. It bore this inscription:

HUSS Q. EMSWORTH.  
Master Bricklayer, Bricklayers Union No. —  
and  
United States Consul to Bazara.

In speaking of the Johnstown flood he said: "I would have went to have saw the flood only I were not able."

(Continued on page 209)



Quality First

You know these trade-marks through National Periodical Advertising

NAMES, trade-marks or brands are placed upon goods in order to identify them, thereby fixing the responsibility for their quality and enabling the buyer to ask for what he wants and to get what he asks for.

It naturally follows that goods which are trade-marked and nationally advertised must be better and cheaper than unknown goods, or goods of uncertain origin.

They must be better, because no manufacturer could afford to advertise a branded article unless it

had merit. After the first sales, the trade-mark would merely provide a sure means of avoiding the unsatisfactory article.

They must be cheaper, quality considered, because national advertising reduces manufacturing and selling costs by adding so largely to the volume of sales.

Trade-marks and national advertising are the two most valuable public servants in business today. Their whole tendency is to raise qualities and standardize them, while reducing prices and stabilizing them.

**Leslie's**  
Illustrated Weekly Newspaper

MEMBER OF THE QUOIN CLUB  
THE NATIONAL PERIODICAL ASSOCIATION



## Trade Waits on Consuls

(Continued from page 208)

Every man who has been to Central America knows the story of one of our consular officers, who, when he saw native soldiers cowering the British consul, rushed to the latter's aid and threw the American flag over him, whereupon the soldiers desisted. To express her approval of the favor done to her representative, Queen Victoria sent our consul a suitably inscribed loving cup. In acknowledging the gift he sent the following letter:

Dear Queen:

I got your loving cup and thank you for it. I only done my duty. If any more of your boys out here get into trouble with these yellowbellies tell them to call on me. I hope you are well.

Very truly yours

I was in one of the British West India Islands when President McKinley was assassinated and called to get details from the consul. My visit was interrupted by the arrival of the British Governor General of the colony with his monocled and uniformed suite, who came to offer condolence. Imagine my surprise, after listening to the Englishman's polished words of sympathy, at hearing the representative of the United States blurt out: "Yes, it is too d—d bad. And Bill was such a h— of a good feller!"

Men, too, of lax morality and highly developed ideas of graft drifted into the service in the old days. I have seen several of our consuls intoxicated in the streets. In Africa during the Boer War Americans could travel only on passports issued by our consuls and visé by the British military authorities. The legal fee for a passport was two dollars. One American consul charged Americans \$50. Once I was obliged to go from a near-by island to Porto Rico in a 20-foot sloop, which I hired for the 20 miles of an ocean trip. Before I could leave the island the American Consul made me take out clearance and all kinds of other unnecessary papers, at an expense of \$120.

"Trading consuls" was the name given by foreigners to those members of our consular body who added to their earnings by dealing in jewelry and antiques. I recall one of this type who always had in his pocket a bottle of acid for testing gold and a microscope for examining precious stones. Natives financially embarrassed always interviewed him before visiting the local pawnbrokers. It is said that he made three times his annual salary each year in

this line of work. Another consul loaned money at 20 per cent. a month and thus acquired a competency.

In one town in Latin America a New Yorker died of yellow fever, and the consul, as was proper, took charge of his effects, which were later shipped home to relatives. A valuable watch and a high-grade camera were not sent back, the consul reporting them as having been stolen. A year later a brother of the dead man came on to see about taking the body back to the States and was surprised when calling upon the consul to observe his brother's camera on the consul's desk. Following this clue, he took his brother's watch from the consul's pocket.

Another consular character on the Caribbean Coast kept standing in his dining-room a coffin containing a plate, with his name and the date of his birth inscribed thereon. After the word "Died" there was a blank. When a man was sent to relieve him the consul invariably invited the new arrival to lunch. On seeing the ghastly reminder propped up near the dining-table, the guest would ask the consul to explain why a casket was considered a part of the furniture of the room, and always the consul made substantially this explanation: "Well, you see, yellow fever is so prevalent and so very fatal here that all of us foreigners keep such a necessity in the house, leaving blank only the date of death, for we know that sooner or later we will succumb to this disease." Of course the new consul found reasons why he could not accept the post and always returned by the ship on which he had arrived. The hero of this story in this manner retained his position for more than 20 years.

I have recited these incidents for the purpose of showing the state of degeneracy and demoralization to which the consular service fell through leaving it in political control. All of the men above referred to are either dead or long since out of the corps, while fortunately to-day, men showing themselves unadapted to the work are being weeded out as fast as conditions will permit. With all that has been done to improve the service, however, it is still inefficient. In succeeding articles I shall show why American export trade can never flourish until the consular service is reformed.

## Motorists' Column

(Continued from page 206)

mobile contests, and manufacturers of carburetors, ignition outfits, and other important parts of every car, whether it be built for racing or touring, can "try out" their ideas on the race track. The behavior of different grades and classes of lubricants under the conditions of the continued heat generated by the sustained speed and full load of the motor may be observed thoroughly, and data invaluable to the refiner may thus be obtained.

Tire makers, too, may subject their products to the laboratory of the race track and there determine the particular type of construction adapted for various surfaces and, from this information, deduce what would be best suited for ordinary uses. In a 500-mile race, the tires are subjected to more severe treatment than will be found in ten times that distance of ordinary touring. And the list might be carried on indefinitely. Designs of shock absorbers, springs, wheels, radiators and, in fact, every part of the modern car may be affected by the experience gained from racing.

Less than four months ago 76 miles an hour was the record for any track in this country. Within six weeks that mark was twice bettered by scores of 89 and 97 miles an hour, respectively, and a month after that a new mark of more than 102 miles an hour for 100 miles was set. What the latest addition to the special speedways, that at Sheepshead Bay in New York City, will hold in the line of speed possibilities is problematical, but experts testify that the speed will not be limited by the track, but rather by the abilities of the cars. Thus, a new era of design will be opened. Could we have conceived, a few years ago, an ignition apparatus capable of furnishing a sufficiently hot spark, properly timed, at the rate of six, eight, and even twelve thousand a minute? Could we prophesy that carburetors would be designed capable of converting the low grades of fuel now obtained into power of the flexible kind necessary to furnish the speed variations from the "idling" at the pits to the 110 miles an hour on a straightaway? And yet, in view

of the stimulus given to the designing end of the industry by the permanency of racing, we may even assume that the future holds greater strides in the sport for us, all of which will be directly applied to the benefit of the man who buys a car, whether it cost \$500 or \$5000.

### Questions of General Interest Water Consumption

L. S. S.: "I notice that the water in the radiator of my new car requires replenishment every fifty or a hundred miles."

If there is no leak in the cooling system of your car there is no occasion for worry. It is probable that your cooling system is of the thermosyphon type, and because this does not start to circulate until the water reaches a temperature of 180 or 190 degrees, there is a large expansion of the water in the system, due to the heat. This will cause a portion of the water to overflow at the vent pipe. This trouble will probably be remedied as your motor is "worked in." It is a good idea not to fill the radiator entirely full, as this will allow a certain space for expansion of the water without overflowing.

### Modern Cone Clutch Design

O. S. B.: "I have not driven a car since owning one of the early single cylinder machines some ten years ago. I am, however, now about to purchase one, but must confess I have not kept pace with changes in design. I notice that many of the modern cars are provided with cone clutches. As I understand, this is one of the first types of clutch used on a motor car, and I write to ask if there have been any material improvements made in these or if the design is substantially the same?"

The principle upon which the cone clutch operates is the same as that found on the clutches of the early cars. Attachments have been provided, however, so that now these clutches require no attention for several thousand miles. Ease and smoothness of engagement have been brought about by the use of small springs placed under the leather, which cause these points to take hold of the other member of the clutch first. As the clutch is gradually engaged, the springs are compressed and the entire surface of the leather or friction lining takes hold of the other member easily and without jerk.



Tell Me, Mr. Scientist,

## What Magic Lies in Oats?

On that point Science disagrees.

Some say they develop the thyroid gland, and thus foster growth. Some say they ward off age. And each claim is supported by countless experiments.

What we know is that oats form a marvelous vim-food. They are batteries of energy. Their spirit-giving power is proverbial. To "feel one's oats" signifies vitality. We admire the oat-fed Scotch.

And we know that Nature endows oats with delights—with a luscious flavor, an enticing aroma. And that Nature had some lofty object in making oats so inviting.

## Quaker Oats

Queen Oats Only—Luscious Flakes

Our part is to pick the finest oats, just the rich, plump grains. We discard in Quaker Oats all but 10 pounds per bushel. Thus we get an undiluted flavor.

We have made oat food doubly inviting. All the world over—even in Scotland—Quaker Oats holds first place.

It costs no extra price, no extra trouble. Quaker Oats are everywhere. It is due yourself, we argue, to get this dainty brand.



Cereal Capacity  
2 1/4 Qts.

### Quaker Cooker

This aluminum double-cooker is made to our order to cook Quaker Oats in the ideal way. To hold its aroma and bring out its flavor. We supply it to Quaker Oats users.

Send us our trademark—the picture of the Quaker—from 50 cents' worth of Quaker Oats. Send one dollar with these trademarks and we will send this perfect cooker by parcel post. This present cooker offer applies to the United States only.

Some 700,000 homes now make this dish more delicious than ever by using a Quaker Cooker. Address

The Quaker Oats Company  
Railway Exchange, Chicago

10c and 25c per package  
Except in Far West and South

(1002)

## NO STROPPING—NO HONING



### The Gillette at Home

Forty Dollars a Year Income  
for Life—and Better Shaving

**T**O a young man who came to him for advice a great financier once said: "The trouble is you don't capitalize your wealth." And went on to prove it by showing that 15 cents a day represents the earning power of a \$1,000 bond. "Yet," he continued, "most men spend that amount needlessly every day in one way or another."

Looked at in that way, there

is a financial reason that in itself is making the Gillette Safety Razor well worth while to the men with a sense of values—to say nothing of the sheer comfort of the quick, smooth, easy Gillette shave—and the boon of "no stropping, no honing."

It's a good idea to own a Gillette—Forty Dollars a year income for life is not so bad for a \$5 investment—and there is always that Gillette Shave, you know.

Gillette Razors, \$5 and up; Blades, 50 cents and \$1 the packet. Dealers everywhere.

GILLETTE SAFETY RAZOR COMPANY  
BOSTON, MASS.

TRADE  MARK

**\$2.50 a Month**  
The masterpiece of watch manufacture—adjusted to the second, positions, temperature and isochronism. Encased at factory into your choice of the exquisite new watch cases.

**19 Jewel Burlington**

All sizes for both men and women. The great Burlington Watch sent on simple request. Pay at rate of \$2.50 a month. You get the watch at the same price even the wholesale jeweler must pay.

**Write Today for Free Watch Book**

See handsome color illustrations of all the newest designs in watches that you have to choose from. Your name and address on a postcard is enough. Get this offer while it lasts. Write today.

Burlington Watch Co., Dept. C-241, 19th & Marshall Blvd., Chicago

**\$1.95**

**WIRELESS STATION**  
Our "GEM" \$1.95 Receiving Set.

Regular price \$2.50. For one month only. This set is perfect in every particular. Will receive wireless messages up to 500 miles. Send 6c in stamps for 152 Pg. Catalog "L-220"

NICHOLS ELECTRIC CO., 1-3 W. B'way, New York

### Don't Throw Away Your Worn Tires



For over three years European motorists have been getting from 10,000 to 15,000 miles out of their tires by "half-soleing" them with Steel Studded Treads.

In eight months over 20,000 American motorists have followed their example and are saving \$50 to \$200 a year in tire expense. **WE SHIP ON APPROVAL** without a cent deposit, prepaid, express, postpaid. **Durable Treads** double the life of your tires and are sold under a signed guarantee for 5,000 miles without puncture. Applied in your own garage in 10 minutes.

**SPECIAL DISCOUNT** offered to motorists in new territory on first shipment direct from factory. A postal will get full information and sample within a week.

State size of tires. Don't wait—write today.  
**THE COLORADO TIRE & LEATHER CO.**  
828 B Tread Building, Denver, Colo.  
Dept. H-28B, Box 228, Chicago, Ill.  
Suite 288B, 162 W. 34th St., New York, N.Y.

### Garage \$69.50

10 x 12 feet "Steelcote" Edwards ready-to-use garage, \$69.50 complete. Factory price. Fireproof. Portable. Quickly set up. All styles and sizes of garages and portable buildings. Send postal for illustrated catalog.

The Edwards Mfg. Co. 335-345 Eggleston Ave., Cincinnati, O.

## The Old Fan Says:

By ED A. GOEWEY. Illustrated by "ZIM"

**A**CCORDING to press dispatches, in a recent game at St. Louis between the Cardinals and the Dodgers, three men were on bases in the seventh inning, one was out, Appleton was pitching and Manager Huggins was coaching behind third. Suddenly the latter shouted to the twirler to throw the ball to him for examination and Appleton, without thinking, tossed the sphere toward Huggins, who pulled aside, and as the pellet rolled to the stand, Miller scored. This run was sufficient to win the contest, though another came in later. The umpires refused to take cognizance of the trick, and the game went to the St. Louis outfit.

Sport is essentially a contest of skill, and the man or men with the superior qualifications should win. When a victory is gained by trickery it is cheating pure and simple and is no more sport than catching a trout in shallow water and clubbing it to death with a stick or cheating one's self at solitaire. The writer is proud to say that he lived in the two largest cities in Missouri for some years, and the men he knew there then never would have countenanced Huggins's action as sportsmanlike. No doubt the residents of the "show me" state to-day are every bit as square and as keen lovers of true sport as they were a few years ago, and the fact that one of the St. Louis teams uses trickery and not skill in an effort to get out of a position next to the foot of the league, hardly will appeal to them. It is more than likely that the failure of certain Missouri baseball outfits to display any unusual ability was the cause of their owners resorting to vaudeville shows before the games, in a desperate effort to bring fans to their parks in paying numbers. True sportsmen are the same the world over and tricks and catch-penny devices will not persuade them that they are seeing genuine displays of exceptional ability when the real foundation is lacking. President Tener, of the National League, should throw out the game in question and order it replayed.

Feds would meet with great success in New York and that the placing of a club there would give the outfit over which he presides real major league standing with the rooters generally. He said that no team would be placed in Boston next year, and

that all of the energies of himself and his associates would be devoted to developing the metropolitan club, and in building up in the territory in which the Feds already are located. He stated that he had grown weary of waiting for Judge Landis to hand down a decision in the baseball suit, that very soon the Federal League

would go after players wanted in accordance with their own plans, and that as organized baseball appeared to be determined to continue the war, the independents were ready to meet them half way.

Undoubtedly the Feds, in putting a team in New York and removing their headquarters thither, will raise their standing with the fans throughout the country, but they are going to have a hard fight on their hands to win the metropolitan fans, in paying numbers, from the Giants and Yankees.

The rooters want to see games played by clubs which are fighting for an opportunity to compete in the world's series—there is no getting around that fact—and as long as the Federal League cannot put an entry in the annual battles for the baseball championship of the world they are going to be seriously handicapped. The Feds are game fighters and have plenty of money, but it will be interesting to watch and see what methods they use in an effort to crack the New York nut.



Will he land it?



'Twill be the season's best scrap.

### The Grandstand Manager

Yes, I'm the fellow who knows it all. About that glorious sport—baseball. I sit in the stands most every day. And you can gamble I have my say. I've followed the sport since but a lad. And I know each play, both good and bad. The rules to me are like A B C. All "inside stuff" I can plainly see. Each player I know by his first name. The day when he started in the game. I know all records from A to Z. I'm a baseball owl, as you'll agree. I buy my ticket, I pay the price. But I ask no thanks for my advice. My object's to help the boys along. So I shout my tips out loud and strong. My regular work is driving a truck. Which is not my fault, but just my luck. If I had chosen to play baseball, I'd never have heard of Cobb at all. No matter how close the games may be, I'm cool as an icicle, yessirree! For I may get wise to some good play. And I may keen advice may save the day. I give the tip for the "hit and run." For I know just how things should be done; And somehow instinctively I feel. Just the proper time to bunt or steal. And I note each failure of the ump. Whereat on his nose I quickly jump; To cinch the pennant would be child's play. If the boys would just do what I say.

### Gilmore's Idea

"We will have a club in New York City for the 1916 baseball season, the metropolitan team will play on Manhattan Island, it will have a plant, including the largest stadium in the United States, which will dwarf the Polo Grounds by comparison, and, if my ideas are carried out, there will be several hundred seats to which only ten cents admission will be charged." Thus spoke President Gilmore, of the Federal League, in a recent interview with the writer, in which the former outlined his plans for an invasion of New York by the independent forces. Mr. Gilmore explained that he always had favored cheap baseball for the fans at large, and that he hoped to accommodate those whose funds were limited temporarily and youngsters, to whom a dime is a great deal of money, believing that when they became more affluent later on they would purchase higher priced seats.

He also stated that he believed that the



Becalmed again.

### Heard on the Bench

Howard, first baseman of the Browns, recently was injured in a collision with "Buck" Weaver, of the White Sox. Howard took "Buck's" grounder and beat the Chicago shortstop to the initial sack for the putout, but in so doing was knocked down. While lying upon the ground he threw to Agnew and completed a double play by catching Felsch coming across the plate before he collapsed. Some nerve, eh?

Burlington and Keokuk, in the Central Association, recently played twenty-two innings to a scoreless tie, setting a record in organized baseball for the longest game without a tally. The battle finally was called because of darkness. Miller, the Burlington twirler, allowed but seven hits and struck out seventeen men; while Watkins, on the mound for Keokuk, allowed six hits and fanned fourteen batsmen.

There is little question that the baseball fan has the longest memory in the world, and here is something to prove it. Midway of a recent encounter at the Polo Grounds between the Yanks and Senators the megaphone man announced that Hopper would replace Shaw on the firing line. As the young man walked across the diamond a chorus of imitation barks arose from various parts of the stands, instantly informing those who had not caught the substitute's name that they were about to gaze upon the player who, it was said, was traded to Dick Kinsella by Roger Bresnahan for a field dog. According to the generally accepted yarn, when Roger was managing the Cards, Kinsella, owner of the Springfield team, of the Three-I League, came to him and asked for Hopper. Bresnahan demurred until Dick offered his best field dog in exchange, and the swap was completed.

Since the clash between Rigler, the umpire, and Manager Herzog, of the Reds, the Cincinnati team has maintained an attitude of scornful sarcasm against this indicator holder. In a recent game, with Charlie Doo in at the bat, Rigler called, "strike." "I beg your pardon, but what did you call that one?" inquired Doo in, who thought the ball had gone wide of the plate. "I called it a strike," answered Rigler belligerently. "Excuse me," said Charlie in his sweetest manner, "I didn't know but what you had called it a sacrifice fly."

—you will find many features  
scarcely to be expected at  
so moderate a price

**DODGE BROTHERS  
MOTOR CAR**

The price of the car  
complete is \$785  
f. o. b. Detroit





## Bran-Made Dispositions

Bran is Nature's laxative. It aids inner cleanliness. Its wide use today has multiplied good cheer. Millions of smiles are due to it.

Pettijohn's combines these effects with deliciousness. It is soft wheat flaked, with 25 per cent bran concealed in the flakes. It's a luscious food which wins folks to bran habits. And you rarely find a bran food which does that. You'll be glad to know it.

# Pettijohn's

**Rolled Wheat With the Bran**

If your grocer hasn't Pettijohn's, send us his name and 15 cents in stamps for a package by parcel post. We'll then ask your store to supply it. Address The Quaker Oats Company, Chicago. (998)

## THIS NEW TOY

will delight any youngster's heart. It is a smaller model of the **Frantz Premier Electric Cleaner**—14 inches high. It has a highly polished aluminum nozzle, revolving brush, dust bag and handle—just like the big one.

**25c**

This size operates without electricity, and can be had for 25c in stamps or silver. It is well worth a dollar, but is sold at the smaller figure to any home having electricity in order to advertise the full-size **Frantz Premier Electric Cleaner**.

The kiddies like to "keep house" with the To Frantz Premier. So, if you want to make a hit with them, and at the same time give them a toy they won't grow tired of, send 25c today.

Address THE FRANTZ PREMIER COMPANY  
1106 Power Avenue, Cleveland, Ohio

**COME TO DETROIT, THE AUTOMOBILE CENTER AND LEARN THE AUTOMOBILE BUSINESS**

Big opportunities everywhere for Detroit trained automobile men. Interesting, pleasant and money making business. Ambitious men needed to start garage and repair shops everywhere. Learn now, be ready for the spring automobile boom—Chauveurs, garage and repair men, hostlers, etc., have more than they can do. Plenty of room for you.

**EARN \$75 TO \$300 PER MONTH**

Students have experience of building new cars from start to finish—factory training in block testing, etc.—all the leading types of starting, lighting and ignition systems in operation. New 6-cyl. Lozier Touring Car used for road instruction. Just purchased—new 8-cyl. King Chassis. Used solely for students' instruction.

**DETROIT IS THE PLACE TO LEARN.**

44 Automobile Factories. Students can go through them, including Detroit Electric Service Department, without extra charge. Remember, open in the Old Reliable School, heart of the Automobile Industry. Start copies any time. Write for full particulars, guarantee and copy of "Auto School News." It's free. Or better jump on the train and come to Detroit, as hundreds have done.

Learn the automobile business in Detroit and learn it right.

**MICHIGAN STATE AUTO SCHOOL**  
Dept. 1-8 Selden Ave., Detroit, Mich.

**It's Simply a Matter of a Few Minutes' Pleasant Work**

Come-Pack Furniture is just like any other high-grade furniture, except in price. Selling direct to you saves one profit. Putting it together yourself, saves another. It comes to you in pieces. You have the fun of putting it together; and save 33 1/3% to 50%. When completed you can't tell it from store furniture; neither can your friends.

**SEND FOR FREE CATALOG**

Get full details. See how simple it is—how easily you can save this money. How direct it is—no middle man. How many styles and sizes of pieces are illustrated and savings on each piece shown. If requested, samples of upholstery, styles and sizes of cushions, etc., will be sent you. Not sold in stores—only direct, with a money-back guarantee.

**The Come-Pack Furniture Co.**  
954 Bore St., Toledo, Ohio

**HOW TO SAVE ON FURNITURE**

This Dining Table, \$25.25; Spring, \$25.00

## LAW BOOK FREE

Read our 50-page book before enrolling for any law course. Tells how to secure admission of correspondence schools, explains the American School's simple method of law instruction. Prepared by 56 legal authorities—38 more subjects and 30 more authors than any other correspondence law course. 13 volume Law Library, 66 Text Books, and 56 Case Books furnished every student. Send for your free book today.

**AMERICAN SCHOOL OF CORRESPONDENCE**  
Dept. C211 Bazel Avenue and 54th Street, Chicago, U. S. A.

**Learn to PAINT SIGNS and SHOW CARDS**

I'll teach you personally by mail 16 years' successful teaching. Big field for men and women. You can **EARN \$18.00 to \$45.00 A WEEK**

Williamson (Ind.) mrs. "Albiter I have developed under your tuition is surprising." Will you learn? Write.

**DETROIT SCHOOL OF LETTERING**  
CHAS. J. STRONG, Founder, Dept. 1008, DETROIT, MICH.

# Finding Food for the Cannon

By MARTIN MARSHALL



**SIX THOUSAND MEN A MONTH FOR THE WAR**  
A battalion of Canadians who have responded to the Empire's call, on a practice march in Ontario. Canada has about 80,000 men at the front and 50,000 more in training.

WHILE the press is full of suggestions for reestablishing the peace of Europe, there is a tendency among thoughtful observers of the war to agree that the great struggle may be continued for a long time. One American observer, recently returned to this country from Russia, is inclined to believe that the war will continue for four or five years. Many others place its possible duration at from two to three years. To these predictions popular opinion immediately objects that all the nations involved will be hopelessly bankrupt within a much shorter period and the war brought to an abrupt termination.

Less thoughtful speculators speak of the lack of human material. At first this would seem to be the tenable theory, especially when we are reliably informed that Great Britain, holding only 30 miles of trenches in France and a few miles in the Dardanelles, is suffering average casualties of 1,000 per day. It is a reasonable estimate that one half of these are killed, permanently disabled or captured. Therefore, the net drain upon British manhood is about 500 men per day or 15,000 per month. This number is comparatively insignificant when we consider the French losses must be from six to eight times as great and the Russian losses at least ten times as great. Including the casualties of the Belgian, Serbian, Montenegrin and Italian armies, it seems conservative to say that the Allies are sacrificing daily 10,000 men or at the rate of 3,650,000 per year. The losses of the Germans, Austrians and Turks must be nearly as large so that the diminution of human material for war in all of Europe is progressing at the rate of something like 7,000,000 per year.

Germany is credited with producing about 500,000 recruits per year from her growing youth; Austria probably half as many. Turkey is a more uncertain quantity, but may be put down at 150,000, giving the Central Powers a total of new material of about 900,000 per year, which may be increased by lowering the physical requirements of recruits. Say that the total is 1,000,000 per year to offset the loss of a little less than 3,500,000. Placing the present available military strength of Germany at 10,000,000, Austria 6,000,000 and Turkey 2,000,000, we have a total of 18,000,000 fighting men upon which there is a net loss of 2,500,000 per year. Three years more of war would therefore reduce the numerical strength of the Teutonic allies by 7,500,000, leaving them still over 10,000,000 effectives.

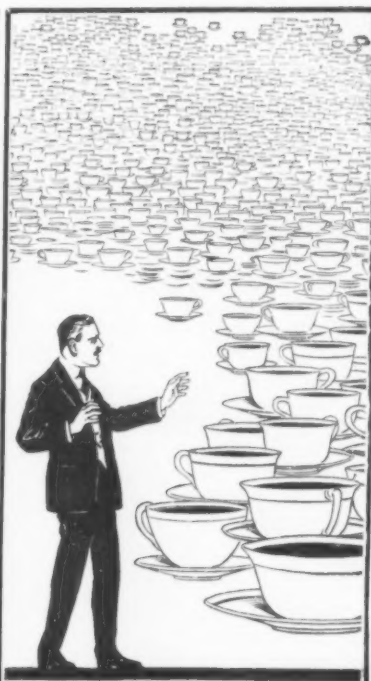
It is more difficult to arrive at any satisfactory estimate of the potential strength of the Allies. Great Britain without conscription will never realize the full measure of her strength. Canada has undertaken to furnish 6,000 men per month during the continuation of the war. Australia and New Zealand are contributing their quota. France ought to bring about 300,000 new men into the service per year. Russia has practically inexhaustible numbers of men. With conscription Great Britain could easily increase her armed forces by nearly one half and maintain them at their maximum strength for a couple of years. The Allies ought to be able to put two new men

into the field for each one that the Central Powers can muster.

It is easy to tabulate the war expenses of the various nations, but such statistics really have little meaning because war expenses do not represent total losses. For instance, Great Britain is spending about \$15,000,000 a day which represents, among other things, the living expenses of more than 3,000,000 men, upkeep of vast numbers of motor cars, aeroplanes, horses and other equipment which before the war were maintained by private expenditure. The funds which the Government is now spending in these directions are merely diverted from their usual channels and the only part of them that can be justly charged off as war loss is the excess over the expenditures for the same purposes in peace.

The financial cause of the Allies rests on Great Britain. Her finances, her control of the seas and her ability to carry on her commerce form her chief contributions to the war. In this respect it is interesting to note that the location of the fleet, the threat of which keeps the German flag off the seas, is unknown to all except a few of the highest officers of the Admiralty. To mislead German spies the Admiralty has constructed out of merchantships a number of fake battleships, carrying a few genuine rapid fire guns, the balance of the armament being dummy guns. These ships reproduce in every detail the features of the more powerful battleships in the fleet and are moved about with considerable freedom. A recent issue of the *Army and Navy Journal* made the assertion that Great Britain has destroyed 50 German submarines since February. This confirms the advice received from a prominent Briton who also had personal knowledge of the capture of three submarines in Scottish waters. Among the methods of capture the British navy has resorted to seining with large, specially constructed nets drawn by steam trawlers. The first submarine taken in this way was brought to the surface and several British officers stepped on board to accept the surrender of the commander and crew. As soon as the commander, who emerged from the conning tower, saw that the deck of his boat was full of Englishmen, he shouted an order which resulted in the craft being blown up, carrying himself and his enemies to death. Since then submarines caught in nets are left on the bottom for ten days. In one raised recently in Scottish waters, the body of a well known Scotch fishing skipper was found. No evidence has been forthcoming to show whether he had been captured or had been selling his knowledge of local waters to the enemy.

German spies continue to worry the British. Some time since, an automobile showing a light was discovered at night on a road leading to London, which is contrary to regulations. The driver was in the uniform of a British officer. He was arrested and it was found that he was guiding a Zeppelin to London. A few nights later a secret order was issued that no officer in the London district should use an automobile between the hours of 11 p. m. and 2 a. m. During these three hours the patrols stopped 28 automobiles, each of which contained a German spy in British uniform.



## They Count Up!

The little dose of caffeine in one cup of coffee may not be immediately felt. But, according to individual susceptibility, the grip of this cumulative drug, used at the morning, noon and evening meal, is bound to tell.

Some people seem to get along with coffee year after year. Others feel its effects in nervousness, indigestion, heart flutter, biliousness, constipation, etc.

For those who do not appreciate the reason these troubles are upon them, it's a good move to quit coffee and use

# POSTUM

Ten days or two weeks on this pure food-drink instead of coffee is a good start toward better health and happier days.

There are two forms of Postum.

**Instant Postum** is a quickly soluble preparation of the original **Postum Cereal**—made of choice whole wheat and a small percent of wholesome molasses. No caffeine, no other drugs, no harmful ingredients, no coffee troubles.

Both kinds of Postum are nourishing, equally delicious and good for old and young.

**"There's a Reason"**

—sold by Grocers.



## Having Earned and Saved, How Will You Invest?

When a man enters upon his business or professional career he usually plans the accumulation of savings as a source of permanent income.

The successful business or professional man knows thoroughly the most intricate details of his own work, but he often dissipates the fruits of his labor by failing to invest with similar wisdom.

There are two very important steps in the acquirement of permanent income:

### 1. ACCUMULATION

of principal.

### 2. SELECTION

of sound and profitable investments.

This organization, possessing the best of financial, legal, accounting, and engineering connections, can guide you in the second step so that the effort and deprivation necessary to accumulate your principal will not be nullified.

General list and booklet "Fifty Financial Facts" sent on request for Circular L 29.

## N. W. Halsey & Co.

NEW YORK CHICAGO SAN FRANCISCO  
BOSTON BALTIMORE ST. LOUIS  
PHILADELPHIA LONDON, Eng. GENEVA, Switz.

## SAFETY

the first requirement of every true investor, and a net income of

6%

are afforded by the First Mortgage Serial Bonds we offer you. Denominations \$1,000, \$500 and \$100.

No investor has ever suffered loss on any security purchased of this House, founded 35 years ago.

Write for Circular No. H-61

## S. W. STRAUS & CO.

MORTGAGE AND BOND BANKERS  
ESTABLISHED 1882  
STRAUS BUILDING CHICAGO ONE WALL STREET NEW YORK

# HOW

To Read the

## FINANCIAL PAGE

OF YOUR NEWSPAPER

Do you understand the meaning of

FOREIGN EXCHANGE BID AND ASKED PRICES  
BANK STATEMENT COMMERCIAL PAPER  
VOLUMES CALL AND TIME MONEY

and their effect on security prices?

The series of articles now running in THE MAGAZINE OF WALL STREET will make the financial page as understandable as the sporting page to you. It will put you on the road to profits. A dollar bill and your address will bring this remarkable series of eight articles to you as issued.

THE MAGAZINE OF WALL STREET  
42B BROADWAY, NEW YORK

## Averages

Odd Lots enable you to sell 100 share lots on a scale up or buy on a scale down.

Send for Booklet 4, "Partial Payment Plan".

## John Muir & Co.

SPECIALISTS IN  
Odd Lots

Members New York Stock Exchange  
MAIN OFFICE, 61 BROADWAY, N. Y.

## L. R. LATROBE & Co.

STOCK EXCHANGE SECURITIES  
STANDARD OIL STOCKS  
ALL CURB SECURITIES

111 Broadway New York

Partial Payment Plan and Investor's Guide  
(270 pages), revised to date, also Market  
Letter mailed free on request.

## 6% Corn Belt Farm Mortgages

We invest our own capital before offering these mortgages to investors. Diversified crops—3 to 1 security. Thirty years' experience. We attend to taxes and all details. All correspondence given the immediate personal attention of our officers.

COVERT ABSTRACT COMPANY, Mortgage Bankers, Houston, Mo.



### A BODY WHICH HINDERS THE RETURN OF PROSPERITY

The Interstate Commerce Commission, at Washington, D. C., which, by a vote 5 to 2, decided that the Western railroads could make only a wholly inadequate advance in freight rates. The majority of the Commission showed utter incapacity to understand the need of the railroads, on whose prosperity depends that of the entire country. The two broadminded and public-spirited commissioners who dissented from the decision of the majority were James S. Harlan (chairman—fourth from left) and Winthrop M. Daniels (at extreme right). Mr. Harlan said, "The record, in my judgment, justified an increase in rates on substantially the basis proposed by the carriers." Mr. Daniels argued that "just and reasonable increased rates should be permitted, not grudgingly."

# Jasper's Hints to Money-Makers

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York.

THE country is prosperous, or if it isn't it is our own fault. I say this after making a rapid sweeping tour across the Southern tier of grain-growing States up through the magnificent fruit lands of the Pacific and back through the northern timber, ranch, wheat, corn and farming country. It looks as if we could feed the world as well as ourselves this year. Perhaps we shall have to do this in great measure.

In other times, before the era of trust-busting and railroad-smashing, such a wonderful crop year would be the precursor of widespread prosperity, of new factories, more railroads and larger pay envelopes and dinner pails. Why isn't it the same now? Simply because the busters and smashers have terrified capital from seeking further investment. The only new factories that are going up are those that are compelled by the unexpected and unusual war orders.

Less railroads were built in this country last year than in many years before and the number of railroad hands laid off proves that the total of unused cars, approximating a quarter of a million, has significance for the worker as well as for the business man.

The astonishing conduct of the Interstate Commerce Commission, or at least a majority of that board, with two wide-awake, patriotic members, Messrs. Daniels and Harlan, dissenting, shows that public sentiment which has risen everywhere against destructive policies and short-sighted regulation of our railroads and industries has not reached some of the inner circles at Washington, though President Wilson himself has given evidence that it has reached him.

While everything foreshadows a better outlook in business, in view of this change in public sentiment, we cannot expect a full restoration of prosperity until we have an administration at Washington that openly, boldly and unflinchingly advocates a change from what we have been suffering from during the past decade—a change that will signalize the opening of the greatest opportunities for the captains of industry, the encouragement of big business, a square deal for the railroads and fair play for capital and labor, all around.

The next Presidential election will be decided on the single issue of American Prosperity. Even a war entanglement will not supersede the one issue that affects every home and every household, every investor and every worker.

I look for an improving condition of affairs in the stock market with an upward tendency culminating in a general advance all along the line a year hence, if it shall be clearly disclosed that the incoming administration is pledged to constructive policies, for this would mean the protection of the American cotton, wheat, fruit and corn grower, the American manufacturer, shipper, banker, workingman and business man.

W., Boston: See reply to C., Lancaster, in this issue in reference to Uncle Sam Oil Co. B., Colorado Springs, Colo.: American Linseed Oil Pfd. has not paid dividends since 1900. It must be regarded purely as a

speculation. It has possibilities for the patient holder.

S., Worcester, Mass.: All new mining properties require a great deal of money for their development. Not one out of a hundred turns out to be a dividend payer. Put your money into something less speculative.

G., Avonmore, Pa.: American Car & Foundry and Pressed Steel Car have been advanced on the talk of war orders, but they can only have a permanent advance when the railroads are given fair play, so that they can make the necessary expenditures.

E., Carnegie, Pa.: Southern Railway Co. around 15 is not as attractive as the Preferred at 50, though a further rise in the market will undoubtedly advantage all the cheap railway and industrial securities, excepting those threatened with assessments.

J., Coney Island, N. Y.: I do not advise you to put any more money in Boulder Tungsten Production Co. stock, if you are seeking a safe investment. Better leave your money in the savings bank or buy some first-class security, such as careful investors prefer.

M., Niagara Falls, N. Y.: 1. If the bond is not registered, any former owner would be unable to prove ownership. As I understand it, one is not liable for theft who buys a stolen article in good faith, though he may have to surrender it if another can prove that he is its rightful owner. 2. Bonds and stocks are protected by being registered.

F., Paterson, N. J.: If you pay the Missouri Pacific assessment, you will probably have to wait a few years before getting dividends. Meanwhile, if you invested the amount of your assessment in some prominent dividend paying security, you would be getting returns. There is a possibility, of course, that the railroad situation may greatly improve within the next year or two.

X. Y. Z., Jerseyville, Ill.: The war had a paralyzing effect on many industries, including rubber, as vessels bearing rubber cargoes have been in danger on the high seas. Of late months, these have been coming in and dumping their cargoes on the market, which has been somewhat restricted since the war, so prices have declined. I see no immediate prospect of an advance unless the war is concluded.

C., Lancaster, O.: I have no objection to your having faith and putting your money in Uncle Sam Oil Co. It is your money. But I still believe that the man who wants to put money in an oil stock, should put it in a substantial dividend payer. He can find many of these among the Standard Oil and the independent competing companies. These have proved profitable to their holders. Uncle Sam has been running for years and has never paid a dividend in spite of its glittering promises.

L., Lackawanna: Lackawanna Steel Co., like other low-priced iron and steel stocks, is showing strength sympathetically with the extraordinary advance in Bethlehem Steel. The rise in the latter is credited to its tremendous war orders. Many have jumped to the conclusion that all the other steel concerns, including U. S. Steel, must eventually enjoy the benefits of war orders. It is forgotten that U. S. Steel profits not so much by furnishing billets for shells as by its heavy orders for structural and bridge work and these have lapsed seriously during the recent depression. Nor is it yet disclosed what effect the reduced tariff will have on the steel and iron business. The extraordinary rise in Bethlehem is attributed by some to a contest for control. It is said that insiders sold their stock early on the advance and have been trying to buy it back. Another report has it that the capital stock is to be largely increased for the benefit of present holders. You must draw your own conclusions.

(Continued on page 213)

## Saving Plus Investment

Those who have attained to great wealth have done so by getting a start through saving and then by judiciously investing their money.

We invite you to write for our Booklet which describes the Guaranteed 6% Real Estate Certificates which we offer for sale in amounts from \$100 upwards. Each Certificate is absolutely guaranteed as to payment of both principal and interest.

You will find this a most desirable investment in every way.

SALT LAKE SECURITY & TRUST COMPANY  
SALT LAKE CITY, UTAH

**LUCK** is an element that figures highly in the purchase and sale of stocks. The sudden turns of the market, bringing fortune to lucky "speculators" often make the temptation to "speculate" in such securities hard to resist.

There is no "speculation" in a list of carefully selected

**NORTH DAKOTA FARM MORTGAGES**  
that assure you the comfortable return of 6%

They are real "investments"

They are based on a national security, a national resource. The combination of the wealth of rich soil and human industry, producing a commodity in constant demand by all mankind.

Write today and ask for booklet 308

**Walter L. Williamson**  
Lisbon North Dakota

## THE ANNALIST

IS

the most interesting financial journal in the world's newest financial centre—New York.

Business men follow the economic course of the war by reading it week by week.

"The Open Security Market," the investor's department, offers essential information regarding unlisted and inactive stocks and bonds.

Sample copy free on request.  
Weekly, \$4.00 a year.  
10c on news stands.

TIMES SQUARE, NEW YORK

## COMMERCE AND FINANCE

Edited by Theo. H. Price

The economic news of the week in tabloid form for thoughtful business men.

Mail subjoined coupon for sample copy and subscription rates.

MR. THEO. H. PRICE,  
15 Wall Street, New York City  
Sample copy of Commerce and Finance may be sent to the undersigned with the distinct understanding that no liability is created thereby.

Name.....

Address.....

## SOUND FIRST MORTGAGES

The demand in unsettled times for good first mortgages indicates their unusual stability. First mortgages do not shrink in value—they are usually on property worth three times the money loaned. We have issued over \$1,000,000 and not a single cent lost to any investor in a single foreclosure sale made. Write for booklet describing methods, and lists of loans from \$200 to \$50,000.

Aurelius-Swanson Co.  
28 State Nat. Bank Bldg., Oklahoma City, Okla.

## FREE TRIAL

Use the FAMOUS KARNAK RAZOR for 30 days FREE: then pay us \$1.85, or return the razor. Send your name and this ad (no money), and get razor by return mail. More Company, 195 More Bldg., St. Louis, Mo.



# Jasper's Hints to Money-Makers

(Continued from page 212)

F., Spencer, N. Y.: American Smelters Securities Co. preferred, series A., 6 per cent. cumulative, is well regarded, but of course ranks below the regular preferred, which is 7 per cent. cumulative.

R., Philadelphia: Attempts to make paper pulp from cotton stalks have been made with more or less success for years past but never on a profitable basis commercially. Don't put your money in experiments.

B., St. Louis, Mo.: I doubt if it will be advisable in view of the fact that Missouri Pacific stock is to be assessed at \$50 a share, for you to buy additional shares at this time. You might do better to buy the stock after the Company has been reorganized and assessed.

C., Casey, Ill.: The Pierce Oil Co. succeeded the Waters-Pierce Co. which until the dissolution of the Standard Oil Co. of New Jersey, was controlled by the latter. It is therefore called "a Standard Oil subsidiary." The par value is \$25 and it recently sold on the curb at about 12.

C., Pittsburgh: The capital stock of American Marconi Wireless is \$10,000,000, par value \$5. An initial dividend of 2 per cent. was paid two years ago. It has no foundation patent for the wireless but has some profitable agreements for its use by steamship lines. It is a speculation, not an investment.

D., Meriden, Conn.: You are apparently right as to your figures as to the results of your paying the assessment on the Missouri Pacific. If you pay, you will probably get interest on the new bonds, but nothing on the common stock for a few years to come. You could invest the \$2,000 assessment in good dividend paying securities, at this time, profitably. If the stockholders do not pay the assessment, the road will have to go into receivers' hands which may be worse for them.

M., Pine Bluff, Ark.: 1. International Petroleum is a Canadian concern controlled by the Imperial Oil Co., a Standard Oil subsidiary. President Teagle at its head is one of the ablest men in the oil business. The Company has large properties in Peru, has been recently organized and has not declared a dividend as yet. The stock has been selling at nearly the double of par, \$5. You could buy through your St. Louis broker or through Harris, Winthrop & Co., Rookery, Chicago, on the plan you suggest. Safe oil stocks are Standard Oil of New Jersey, selling at over \$400, Standard Oil of California selling at \$300, and Vacuum Oil selling at over \$200. Of course, you would have to buy a less number of shares. 2. Nevada Con. has risen so far above its par of \$5 that chances are against its advancing unless by speculative manipulation. The market is apparently laying the foundations for a general rise later on which you could sell without loss. 3. Houston Oil Pfd. has paid its dividends regularly. I understand the Company has been selling some farm lands at very profitable figures and is about to resume its search for oil. The Common has possibilities for one who holds it patiently. I would not be surprised if you could get it at your figure. 4. Southern Pacific has undoubtedly suffered from the Mexican muss and from the competition of the Panama Canal which has obliged it and other Transcontinental Railroads to reduce rates on some commodities. Whether it can maintain its 6 per cent. dividends is open to question. 5. American Cotton Oil earnings were reported to run at the rate of over 6 per cent. for the first six months of the fiscal year. I am unable to advise regarding dividend action. 6. Va. Car.

Chem. annual report shows during the past fiscal year about 7 per cent. earned on the Common.

New York, Aug. 19, 1915.

JASPER.

## SPECIAL CIRCULARS OF INFORMATION

Readers who are interested in informing themselves regarding the New York Stock Exchange, its methods and controlling influences, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, should scrutinize the announcements by advertisers on the financial pages, offering to send, without charge, information compiled with care and often at much expense. Readers should feel free to send a letter or a postal card for any information they may desire from the following sources:

First mortgages paying 7 per cent. on well-selected property in Oklahoma where the legal rate of interest is high, have been sold for many years by Aurelius-Swanson Co., 28 State Nat. Bank Bldg., Oklahoma City, Okla. Write to them for information. \$100 6 per cent. farm bonds are also a specialty of this house. Send for a list.

The Twenty Payment Plan of buying stocks from one share upward which has been so successfully carried out by Slattery & Co., dealers in investment securities, 40 Exchange Pl., New York, is recommended by them to those having savings bank deposits and desiring to increase their income, with little risk. Write to Slattery & Co. for the free booklet on the "Twenty Payment Plan."

An interesting booklet entitled "How to Judge the Safest Way to Invest and Why," has just been published for free circulation among investors by the Covert Abstract Co., mortgage bankers, Covert Building, Houston, Mo. This company deals in 6 per cent. first mortgages in denominations of \$100 and upward, on Corn Belt farms. Write to them for their circular of information and free booklet.

A 6 per cent. security of established quality is highly recommended by N. W. Halsey & Co., 49 Wall Street, New York City. Refer to the three and five year notes of the United Lighting & Railway Co. Halsey & Co. make their recommendations for the benefit of conservative investors and will, at any time, send a list of high-class securities from which selections can be made by those who seek safety first.

\$100 bonds and single shares of high-class dividend-paying stocks can be bought by paying a few dollars down and from \$5 upward each month on a partial payment plan. It has become very popular with those anxious to learn how to save and invest. Write to Sheldon, Morgan & Co., members New York Stock Exchange, 42 Broadway, New York, for free "Booklet A. 20" on the "Partial Payment Plan."

The smallest saver can plan to create a settled income for life by putting amounts that would ordinarily be deposited in savings banks into securities, such as successful investors buy. Degener & Burke, members New York Stock Exchange, 20 Broad Street, New York, in their free "Booklet B," tell how small investors can build income by an easy plan of buying securities. Write to the above firm for a copy of the booklet.

Those who seek the element of safety in the selection of bonds representing a first lien on real estate, do so because the value of real estate is more fixed than that of any other kind of property. Six per cent. first mortgage, real estate bonds in denominations of \$100, \$500 and \$1,000 have been a specialty for over thirty years of the well-known banking house of S. W. Straus & Co., Straus Bldg., Chicago, and 1 Wall Street, New York. They invite investors to write to them for their instructive "Circular H. 601."

Bonds free from income tax such as the U. S. Government accepts as security for Postal Savings Bank deposits and which yield from 4 to 6 per cent. will give depositors in savings banks as much security as the bank itself affords, because the bank uses the depositors' fund to buy these bonds. The New First National Bank, Department 5, Columbus, O., makes a specialty of bonds of this character in large and small denominations. Write to the above bank for a copy of its free "Booklet E," entitled "Bonds of Our Country."

For many years, John Muir & Co., members New York Stock Exchange, 42 Broadway, New York, have been specialists in odd lots and in recommending their partial payment plan, not only to small investors, but to those who believe that, at times like these, securities of the first class can be bought in large amounts and held for a decided advance. The plan recommended by Muir & Co. enables the possessor of as small an amount as \$25 and upward to become the possessor of a first-class bond or stock, by making a small first payment and subsequent payments at convenience. The purchaser secures the dividends on the investment and also the profit arising from an advance in the market. Write to Muir & Co. for their free "Booklet 4," on the "Partial Payment Plan."



"Viceroy" Bath, Plate No. K-113-A "Elmore" Lavatory, Plate No. K-141-D

**KOHLER manufactures but one quality of enameled plumbing ware of uniform color and only the highest grade**

Whatever you buy bearing the Kohler trademark is always of the same quality—the same materials and workmanship go into every piece from the lowest price to the highest.

The graceful, artistic lines of Kohler built-in and regular bathtubs, and of the lavatories, harmonize with any architectural treatment or decorative design.

which are made by a company that has been in successful existence for over forty-two years—and the work is now and always has been supervised by the same family.

When you buy a piece of Kohler enameled plumbing ware, you secure the product of an enthusiastic, efficient organization imbued with high ideals. You select goods

The Kohler factory is the largest in the world devoted exclusively to the production of enameled plumbing ware.

Kohler Enamel has a smooth, white surface; the color is uniform, and it lasts a lifetime. Easily and quickly cleaned, lightened house-work is added to its other advantages.

## Why you should select KOHLER WARE

KOHLER bathtubs are real one-piece construction. The hygienic value of this design is beyond question. No old-style or sectional, unhygienic patterns in the Kohler line.

Your architect will tell you that Kohler fixtures express the best modern ideas and principles in bathroom pieces. Kohler Co. was the originator of one-piece enameled bathtubs, lavatories, sinks, etc.

It pays you to select Kohler enameled ware. Installing it costs the same as to put in cheaper and less reliable goods. Ask your plumber or architect.

## "It's in the Kohler Enamel"

**MAKERS OF KOHLER CO.** **BRANCHES**  
Enameled Bathtubs, Lavatories, Sinks, etc. **Founded 1873** **KOHLER, WIS., U. S. A.** **London New York Chicago Boston San Francisco**

## Agents \$60 a Week

**Wonderful New Invention, Pat. Outdoor Lamp and Safety Lantern**  
Burns Kerosene. Can't explode. Can't set fire to anything. Burns in all kinds of weather. Rain proof, wind proof, bug proof. Costs only 1/2 of a cent an hour. For farmers, teamsters, hucksters, plumbers, dairymen, campers—everybody needs it.  
**Automobile Given**  
We furnish our agents with an automobile. This is no contest in which only one person wins. Anybody can get this auto. Write quick for full particulars. A postal will do.  
**Thomas Lantern Co., 1414 East St., Dayton, O.**

**DO YOU LIKE TO DRAW?**  
CARTOONISTS ARE WELL PAID  
We will not give you any grand prize if you answer this ad. Nor will we claim to make you rich in a week. But if you are anxious to develop your talent with a successful cartoonist, so you can make money, send a copy of this picture, with 6c in stamps for portfolio of cartoons and sample lesson plate, and let us explain. The W. L. Evans School of Cartooning, 823 Leader Bldg., Cleveland, Ohio

**\$125 to \$300 a Month**  
Write at once. Most wonderful opportunity for the ambitious man. Railroads need hundreds of Signal Engineers—Big Money.  
**Special Offer**  
We will teach you right at home to by expert. Special offer if you write at once. Two big outfit free. Write TODAY for free catalog and full particulars of our big offer.  
**Department of Signaling 1810 Wilson Av. Room 1241 Evanston, Ill. Chicago**

If you're at all interested in anything advertised in this issue of LESLIE'S, why not find out more about it right away.

No advertiser can tell the whole story in a single advertisement; but most advertisers do tell the whole story in elaborate illustrated catalogs and booklets, which they're glad to send you on request.

If you're not thinking of buying immediately, so much the more reason for finding out in advance what you'll want to buy when you do buy.

Just drop a line—by letter or post card—or "send the coupon."

**Lester O. Bernhardt**  
Advertising Manager.

**LESLIE'S**  
Illustrated Weekly Newspaper

## Complaints and Compliments

Mr. R. H. Lanyon of Chicago sends a "heartily and cordial expression of approval of the refreshingly sane editorial attitude of LESLIE'S WEEKLY on business, industrial, financial and general topics of the day, and would make special mention of the editorial 'Unfit to Teach,' covering the case of Dr. Scott Nearing."

Mr. Howard Cavan of Elwood, Ind., writes that he has heard much talk lately of the I. W. W. organizing a new union which is to take in all classes of labor, the purpose being to call a strike in all trades. "It does not seem to me," says Mr. Cavan, "that the intelligent class of American workingmen will give much support to proposals of this kind put forward by such men as control the I. W. W., who are nothing more than agitators and anarchists."

The fact that hard times and panics come about once in twenty years has often been noted. Citing the years 1853, 1873, 1893 and 1913 as examples of this, Mr. James M. Vernon, of Everett, Washington, suggests that the "reason for this may be found in the fact that every twenty years we have a new crop of voters who know nothing about the hard times of the preceding twenty years. It seems to me that the violent changes in our political system may be traced to this new crop of voters."

Commending LESLIE'S policy toward the business interests, Dr. J. C. Ross, of Portland, Oregon, writes: "The mushy sentiments expressed by most newspapers and magazines the last few years regarding government, business, capital and labor have been visionary and mischievous. The successful, the sensible, the tried and true, have been abused and thrown aside, while the failures, incompetents and people with wheels in their heads have been chosen to lead the people and have led them into the ditch."

Mr. J. S. Hines of the Pacific Marine Review points out that the Seamen's Bill recently signed by President Wilson will make it necessary for the only American line in the foreign trade of the Pacific coast to go out of business, turning the entire trade over to the Japanese. "The Seamen's Act," writes Mr. Hines, "not only makes it lawful for a sailor on a foreign ship to desert the vessel in the ports of our country, but encourages desertion. It gives a vessel's crew many and various powers and will tend to absolutely destroy discipline aboard ships. After it is in effect we will find that it will involve us in controversy with foreign powers."

**GREAT BEAR SPRING WATER**  
(50c the case of 6 glass stoppered bottles—Adut.)

In answering advertisements please mention "Leslie's Weekly"



**You can't sell your drawings unless they are technically correct** and you can only acquire this technique under skilful guidance. In comic art, particularly, the clever caricature depends altogether on a proper understanding of what to emphasize and what to omit, and this knowledge can only be had through instruction. You cannot become a skilled artist without instruction any more than you could be a finished musician and play only by ear. Men are born with genius, but art is the practical and skilful application of natural ability.

We send you this instruction by mail and your individual training comes under the personal direction of Mr. Grant E. Hamilton, an artist of international reputation. This school has been established eleven years and has developed many first-class illustrators who are now earning good incomes from their art. Only a limited number of students will be taken, so write at once. Send five two-cent stamps for handsome booklet and reply.

**Studio of Pictorial Art, Inc.,** **112 EAST 19th STREET** **New York**  
Established 1903



# Oakland

Model "38"

## High-Speed Motor

**Means** More Explosions, More Revolutions, More Power, Less Fuel

**T**HE big, dominating feature of this Oakland "38" is its high-speed motor. "High-Speed Motor" applies entirely to the motor and not to the speed of the car. Light, quick power pulses that melt into a continuous flow—eliminate vibration and give you a store of power on tap for any speed of the car—creep at three miles an hour or go the limit. Quick "getaways"—hills, mud or sand—steady road running.

Instead of the explosion of terrific, racking force, as in ordinary four-cylinder motors, there are many more

power impulses of less violence with no pause between—hence no vibration. Greater velocity of flywheel balances power and reduces car strain. Minimum fuel consumption.

Four cylinders of a minimum number of parts—light weight—low upkeep.

This type of motor is standard equipment with the best European builders. It costs more to build. Each part is lighter and stronger.

The high-speed four-cylinder motor won all the money on the Indianapolis and Chicago Speedways.

Oakland standards of uncompromising quality. Delco electric starting, lighting and ignition; Oakland-Stewart vacuum gasoline feed. Lots of room for five passengers.

The Oakland line is complete. Your dealer is now demonstrating this Model "38" and the new light six. Very shortly we will announce another master of its class, to be a large seven-passenger touring car

Oakland Motor Company, Pontiac, Mich.



**5**

Leading  
Oakland  
Superior-  
ities

This  
Oakland  
"38"  
High-Speed Motor

**\$1050**

Great Strength with Light Weight

High-Speed Motor with Great Power

Low Center of Gravity with Usual Road Clearance

Flying Wedge Lines with Least Wind Resistance

Economy with Luxury



"Sturdy as the Oak"



**B**ARNEY Oldfield's famous phrase, "Firestones are my only life insurance," is of interest to every car-owner by the proof it affords of Firestone safety and vitality under sternest trial.

You naturally infer that what Firestones will do for the men who grind out tire-life in racing tests, they will do for your demands of tour and daily travel.

### Firestone Net Prices to Car-Owners

	Case Re-tread	Case Non-Skid	Grey Tube	Red Tube
30x3	\$ 9.40	\$10.55	\$2.20	\$2.50
30x3½	11.90	13.35	2.60	2.90
32x3½	13.75	15.40	2.70	3.05
34x4	19.90	22.30	3.90	4.40
34x4½	27.30	30.55	4.80	5.40
36x4½	28.70	32.15	5.00	5.65
37x5	35.55	39.80	5.95	6.70
38x5½	46.00	51.50	6.75	7.55

In the Firestone scale of values, low price is incidental—only quality is vital. Firestone prices are down to the level of ordinary tires because public recognition of Most Miles per Dollar gives us tremendous volume.

The efficiency and scope of the Firestone system of distribution cuts costs some more. Share in these industrial advantages. Your dealer has Firestones.

**Firestone Tire and Rubber Company**  
"America's Largest Exclusive Tire and Rim Makers"  
Akron, Ohio—Branches and Dealers Everywhere

## CHAPLIN HAS A NEW LEADING LADY

**T**HIS is a day of "raids" on the "legitimate" stage. You have doubtless noted that many—if not most—of the celebrated actresses of the day have gone over to the movies. But have you heard of the latest acquisition of the films? The newest star to "jump" to the movies? If you haven't, you aren't up to the times. Know, then, that Mlle. Charlotte La Turque, actress extraordinaire, has fallen for the temptations of film fame! Charlotte says that since her earliest childhood her ambition has been to go on the stage, and that she feels that her abilities as a protean artist are ex-

ceptional. Her ambition is to become the Elsie Janis of the screen. Her first and best imitation is that of Charlie Chaplin. In fact, Miss La Turque says herself that she is undoubtedly the only originator of the "Charlie Chaplin Turkey Trot." She is now on her way to the Pacific coast in a private compartment—expenses furnished by the Essanay Company—with a valet and chef. Like so many other ladies of the stage, Miss La Turque shuns publicity and insists that her work speak for itself. Her life is wrapped up in her art. However, pressure was brought to bear to obtain from her an exclusive interview. Her ambitions—her ideas of the stage—how she expects to "eat up" the roles assigned to her, are told with interest and in detail in



SEPTEMBER

### FILM FUN

AT ALL NEWSSTANDS  
THIS WEEK

10c  
A  
COPY

\$1.00  
A  
YEAR

The new magazine devoted solely to the comedy of moving pictures. The September issue, now on the newsstands, contains, in addition to the interesting review of the amusing farce, "Midnight at Maxim's," with two pages of illustrations; the outline, in text and pictures, of Hazel Dawn's new comedy, "Mobile," and of Marguerite Clark's new photoplay production, "Seven Sisters." Pages and pages of other pictures; the quips and quirks of studio life; the advance scenarios of the best new comedies; personality sketches of the funny men and women of the screen; how they "broke in" to the comedy of the "movies"—how they work up humorous situations, and a host of other features.

Film Fun multiplies the fun of the comedy "Movies"—increases your appreciation and enjoyment of the humorous in the photoplay, when you see it being filmed.

It gives you the intimate, personal, human-interest side of the screen stars who make the nation laugh—takes you behind the scenes—shows you the tricks of the trade—takes you into the "close-up" life of the comedy studios—in short, brings the fun of the funniest movies right to your home.

Be sure you get your copy before the supply is exhausted, for Film Fun has created an embarrassing demand almost over night. Better send 25c for a three months' "get-acquainted" trial subscription, or \$1.00 for a year's.



Copyright, Essanay  
Imitating Her Co-Star.

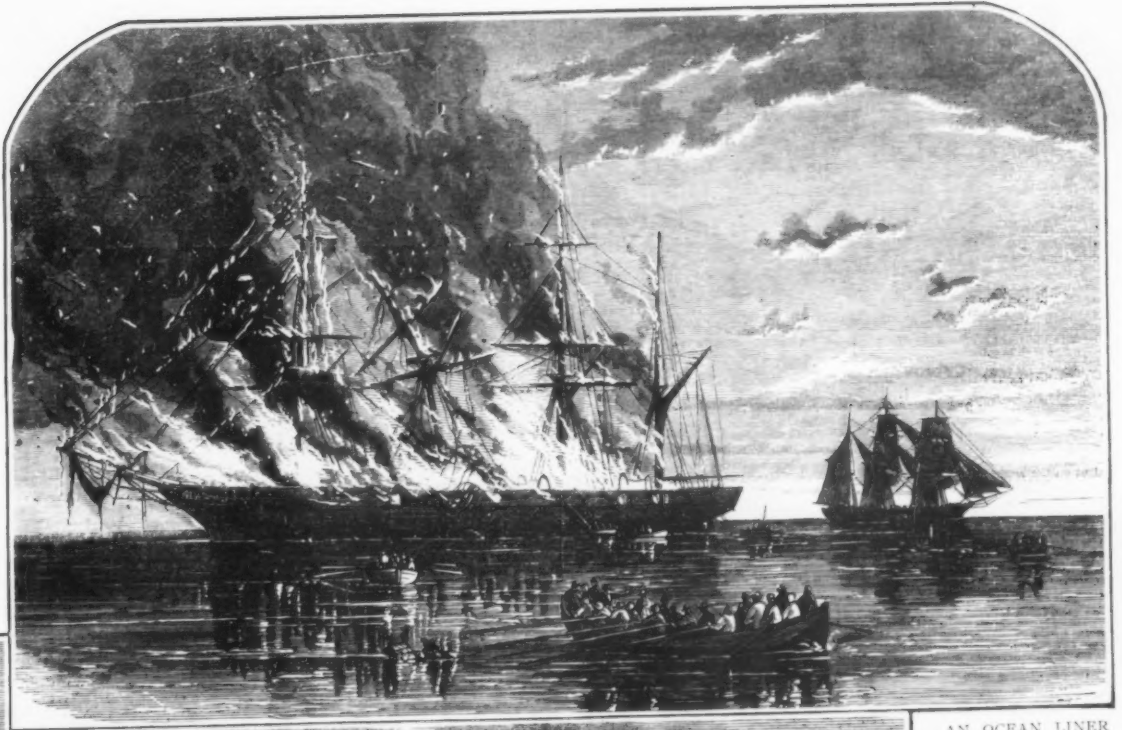
**FILM FUN, 225 FIFTH AVENUE, NEW YORK**

PUBLISHED BY THE LESLIE-JUDGE COMPANY



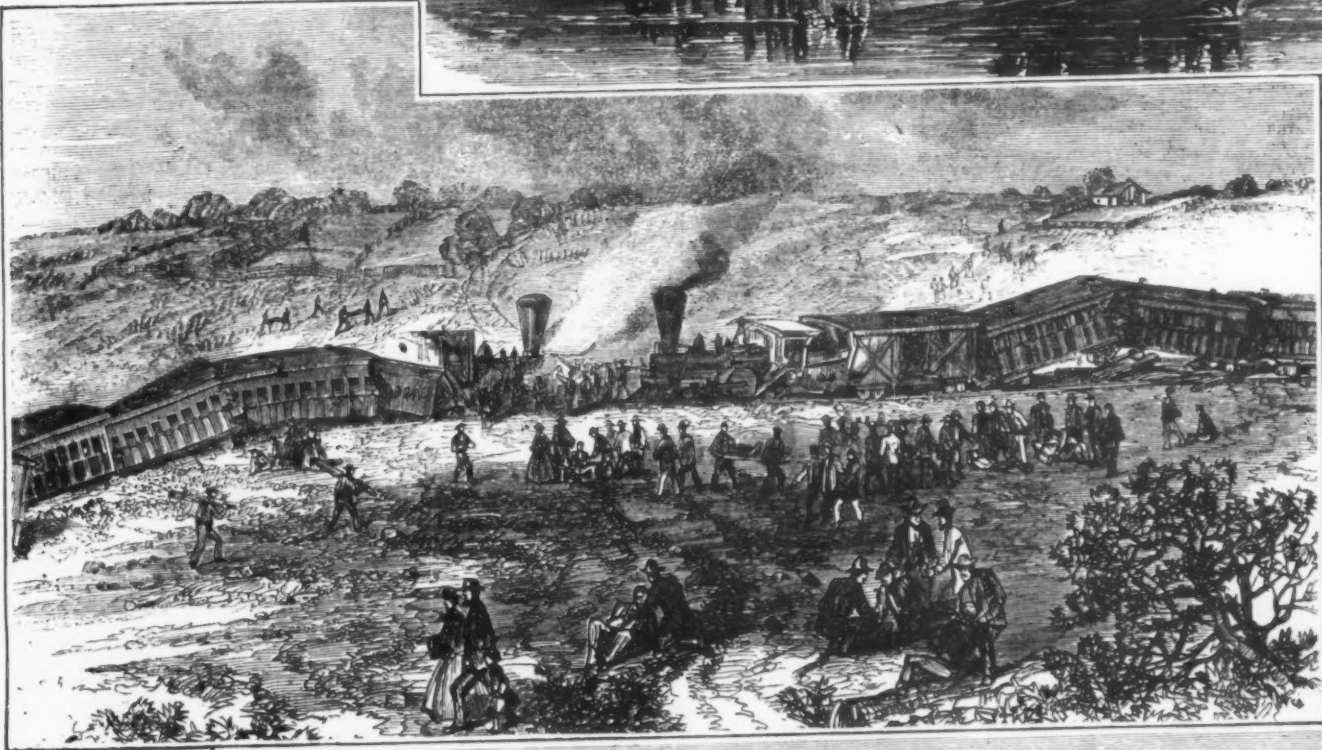
# The News in Pictures Fifty Years Ago

Reproduced from the 1865 Files of Leslie's Weekly



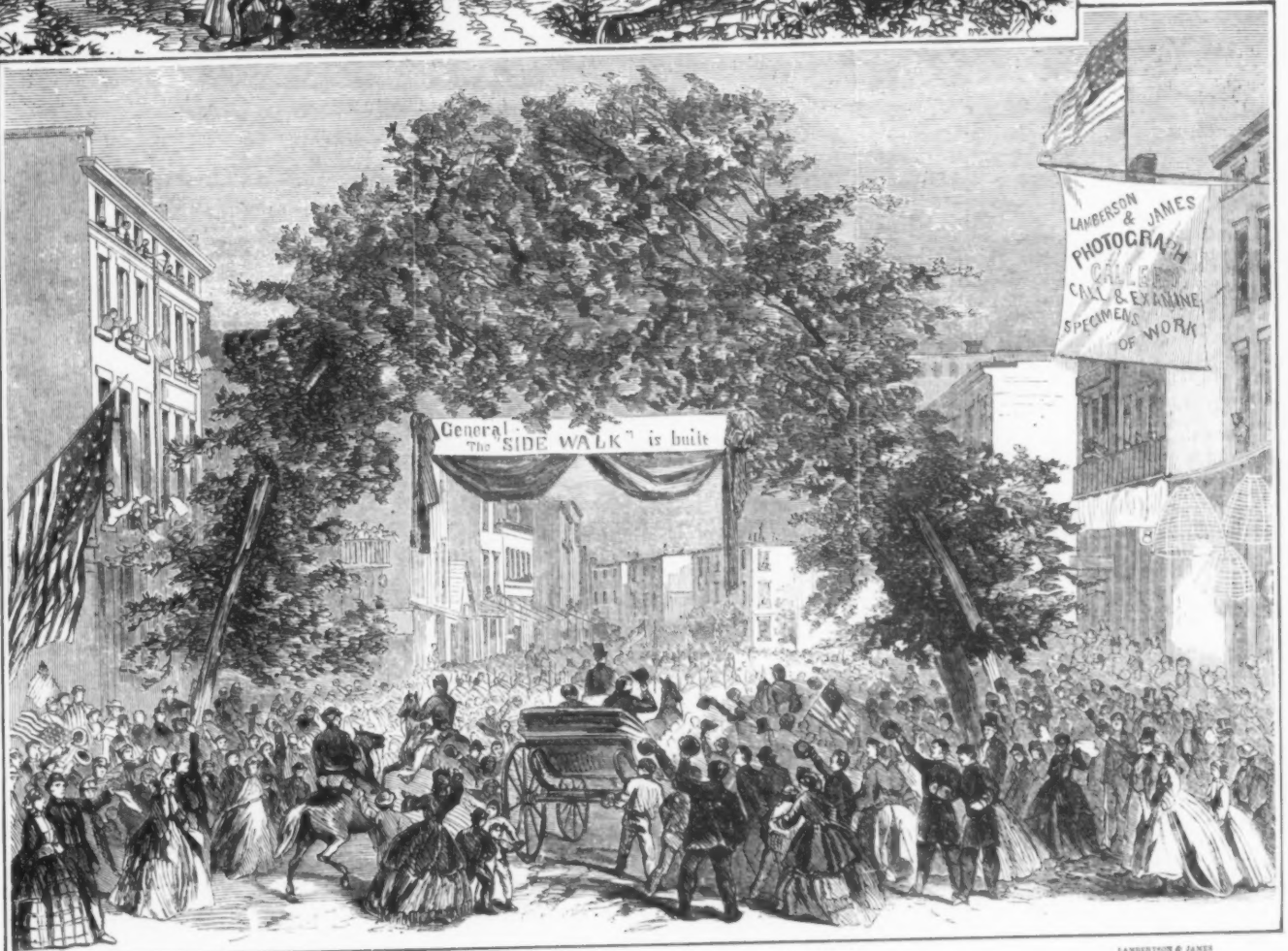
## AN OCEAN LINER BURNED AT SEA

The British steamer *Glasgow* of the Inman Line caught fire at sea, on July 31, 1865, while barely started on her voyage from New York to Liverpool. She carried 250 passengers and these with the crew were saved by the bark *Rosamond*, which brought them back to New York on August 3rd. The vessel and her cargo were a total loss. The picture shows the impressive scene at sunset when the last of the passengers had just left the doomed vessel, which was then completely wrapped in flames.



## AN OLD-FASH- IONED RAILROAD SMASH

Head-on collision between two trains near Jamaica, Long Island. The crash was due to the fact that the east-bound train was behind time and the westbound train proceeded as if the track were clear. The shock was severe; both locomotives, which were new, were badly damaged and a number of cars were shattered. The engineers and firemen jumped and escaped unhurt. The trains were overloaded and passengers crowded the platforms. Five persons were killed and twenty-five were injured. People residing near the scene of the accident rendered all the assistance in their power and medical aid was soon at hand. LESLIE'S account of the disaster says, "The number and fatality of recent railroad disasters is without a parallel and the question of personal safety has become one of unprecedented and very painful interest to the traveling public."



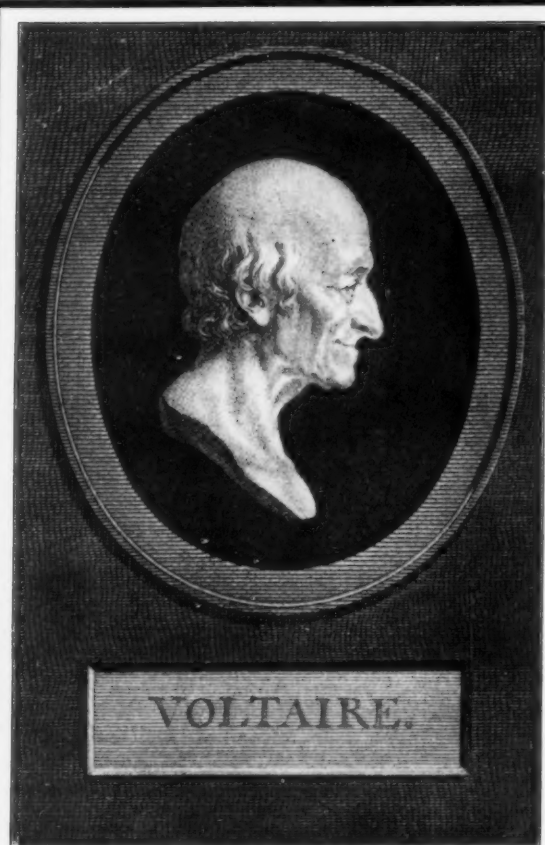
## A FAMOUS HERO HONORED BY HIS TOWNSMEN

General U. S. Grant returning to his home at Galena, Ill., a few months after the close of the war between the States and greeted with unbounded enthusiasm by a large throng. The city was decorated, cannon boomed, bands played and the multitude cheered incessantly. A fine residence, bought by popular subscription,

was presented to the General with appropriate ceremony. One of the welcome arches bore the inscription, "General, the sidewalk is built." This referred to a remark years before by Grant that he wanted to be mayor of Galena in order to build sidewalks for the city.

LAMBERTSON & JAMES





"I Revere My God and I Love Mankind"—Voltaire.

## The Most Important Literary Event of the Century

"Between two servants of Humanity, who appeared eighteen hundred years apart, there is a mysterious relation. To combat Pharisaism; to unmask imposture; to overthrow tyrannies, superstitions; to replace the false by the true; to protect the weak, the poor, the suffering, the overwhelmed; to struggle for the persecuted and oppressed—that was the war of Jesus Christ! And who waged that war? It was Voltaire."

"Let us say it with a sentiment of profound respect; *Jesus wept; Voltaire smiled.* Of that divine tear and of that human smile is composed the sweetness of the present civilization."—VICTOR HUGO.

Thus did Victor Hugo, the loftiest intellect of the nineteenth century, emphasize Humanity's debt to Voltaire—the most remarkable literary genius the world has ever seen.

Historian, sage, satirist, wit, philosopher, dramatist, poet, essayist, teller of Boccaccio-Chauceresque tales ridiculing the superstitions of his day, feared of the ruling classes and idolized by the common people, champion of mental liberty and foe of intolerance, Voltaire appeals to all classes of the reading public—the intellectual and the unlearned. His HISTORIES are more entertaining than the stories of many writers of popular fiction. His ROMANCES set one thinking before the smile subsides. Some will admire him for the majestic grandeur of his TRAGEDIES—at once the envy and despair of imitators; others will laud the scintillating wit which gems his COMEDIES—that makes his LETTERS among the most interesting ever penned.

Until Voltaire, great epochs were given the names of chiefs of states. Greece had her *Age of Pericles*, Rome her *Age of Augustus*, but France—the first to bestow such an honor on a great writer—named the most momentous period in her history, the *Age of Voltaire*.

But Voltaire was more than a chief of a state—he was a chief of ideas—ideas that bore fruit in the French Revolution and in the independence of our own country. Thomas Jefferson, Benjamin Franklin, Thomas Paine and other American patriots sought his counsel and admired his practical genius. That is why it would seem as if, next to the French people themselves, no quarter of the globe would be more likely than liberty-loving America to receive with popular acclaim this splendid edition of

# The Complete Works of Voltaire



### Our Special Inaugural Offer is a Real Opportunity

The first three sets from the plates from which this 22 volume edition of Voltaire was printed sold for \$4,200.00 per set. An entire limited edition from these same plates sold for \$2,520.00 per set. The latter price was established after spirited public competition. These plates have now come under our control, through the failure of the publisher, together with about 160 bound sets, and approximately the same number unbound. We propose to use these sets as the means of inaugurating the most remarkable selling campaign ever launched for the benefit of an intelligent and discriminating reading public. We are going to start this sale by offering these few sets now at a price that is practically

### A Word About the 22 Volumes and Their Contents

The titles and subject heads in these 22 volumes cover several hundred pages in the Index volume. Space does not permit even a partial list. Suffice it is to say that everything Voltaire ever wrote is here. The unsurpassable tale of *Candide* and all his other romances and stories, his histories, comedies, tragedies, poems, the Philosophical Dictionary, his letters—upwards of 14,000 pages of wit, rare philosophy, and entertainment in EVERY FORM—a universe of charm for the casual reader—an Epicurean feast for the student. Then there are the illustrations which cost a small fortune to get together and reproduce—copies of quaint and rare old prints, etchings, engravings, besides choice photogravures, many hand colored. The text is printed on special antique finished paper in large clear type with wide margins. Specially designed title pages in tint add to the attractiveness of the volumes, which are bound in English Buckram Cloth with gold tops and headbands. Each volume is 6 x 8 1/4 x 1 1/2 inches. Weight per set (boxed) 50 pounds.

### Voltaire Prince of Entertainers

As has been well said by an eminent critic—"Voltaire stands as an entertainer in a class apart from others, such as Balzac, Hugo, and his country's novelists and poets. They bring us draughts from the well in their richly chased cups; Voltaire gives us the spring out of which flows an exhaustless stream of all that makes fiction alluring, poetry beautiful, epigram memorable, common sense uncommonly forceful, and courageous truth-speaking contagious."

In no less felicitous phrasing another authority declares—"As a historian Voltaire holds a unique position. His histories are as enthralling as his novels. They keenly portray movements and motives and graphically lead to issues. In all that he does, he is learned, brilliant and intense. His volume, 'The Age of Louis XIV,' is conceded to be the only masterful analysis of the grand monarch and his environment. His 'Charles XII' is accepted as the highest and most polished model of style and intellectual grasp."

"The magnificent 'Dictionnaire Philosophique' (as it was called) which takes up five of these volumes, is a delightful mirror of the mind of the man who put the simple word 'reason' as paramount to all else. The dramas include both comedies, in which he was a master, and tragedies that are among the most prized classics in France."

"Voltaire is forceful, courageous and truth-speaking, and amuses by his wit, scintillating epigram and unfailing humor."

### NOT GOOD AFTER SEPTEMBER 20—ACT NOW

BRUNSWICK SUBSCRIPTION CO.,  
449 Brunswick Bldg., New York City

Enclosed find \$18.10 for the 22-volume set of Voltaire which please ship by <sup>Express</sup> Freight to my address named below:

Name .....

Address .....

City ..... State .....  
\*Cross out one. Les. 8-26-15

### Less Than the Cost of Paper, Printing, and Illustrating

We believe the time is now ripe for Voltaire, that a wide market for his works can be created ultimately at a fair price, and that the wide publicity secured for this complete edition by the sacrifice of these sets will amply justify the adoption of this plan. We know that in a few days people all over the country will be talking about Voltaire and this sale:—about Voltaire whose works are so badly needed these war-torn times, Voltaire who conquered violence by a smile, who arraigned war as a crime and its instigators as criminals, who held up to ridicule the social iniquities that make war possible:—about this sale because we are making you an inaugural offer that no one can afford to overlook, because it will never happen again.

But these prices are good only as stated below. This means that all orders by mail at these prices must be postmarked before midnight of the dates named.

### Every Time the Clock Ticks the Price Goes Up

As we shall be obliged soon to establish a selling price that will yield some return on the capital invested, it will be necessary to keep advancing the price until an adequate figure is reached. These advances in price will be in accordance with the following schedule, subject to such changes as circumstances may render necessary.

The inaugural price—NOW—and until midnight September 20th, next, is \$18.10, cash with order, f. o. b., New York.

The price after September 20th, next, will be \$22.50.

The price after October 20th, next, will be \$25.00.

Notice of further advances in price will appear in later announcements. Of this we are confident—that every man and every woman who has any pride in the furnishing of the home, who is ambitious to create in that home an atmosphere of culture, when they see this superb work will want a set at almost any price.

Send for your set today. Be sure to get your set at the lowest inaugural price. Your friends and neighbors will all want a set when they see yours. But will they be in time to buy their sets at the same price?

Money will be refunded if the books are not exactly as represented.

### The Only Complete Edition Ever Published in English

To most English readers Voltaire has been only a great overshadowing name, a tradition rather than a living literary force. This has been because of the inaccessibility of his writings, only fragments of which hitherto have appeared in English, based on the translation of a small collection of his prose works made over 150 years ago. During the 62 years of his literary activity (he died at the ripe age of 84) romances, histories, comedies, tragedies, essays, flowed unceasingly from his pen. He labored indefatigably on his Philosophical Dictionary which stands an enduring monument to his genius—the most unique, amusing, audacious yet restrained, and instructive work in any language. He conducted a voluminous correspondence with the leading men and women of his day, including Frederick the Great and other crowned heads of Europe. His letters are the most vivid pen pictures we have of the manners and morals of his age.

To the enterprise of an American publisher, English readers the world over are indebted for the Herculean labor and enormous expense involved in collecting, translating, and presenting in suitable dress this enormous amount of material—the life work of the most extraordinary man who ever so unselfishly devoted such a splendid armory of intellectual weapons to the practical service of humanity.

This version, the only complete edition of Voltaire in English, contains a masterly critique and biography of Voltaire by Rt. Hon. John Morley, Viscount Morley of Blackburn, and an introduction by Oliver H. G. Leigh. The translations are by William F. Fleming. The celebrated Tobias Smollett notes, which were a feature of the famous 18th century translation, also appear in this edition.

"The mechanical work is a marvel even in this marvelous age."



rt,  
ow  
or,  
ras

d.  
ent

y,  
us

of  
of  
al  
ic  
ng  
ne  
ic  
rs  
is

as  
as  
el  
le  
ve

d

offshore

in  
ng  
es,  
0000  
he  
all  
gs,  
ed  
he  
nd

d

a  
a  
n-  
ch  
he  
ks  
nis  
cs,  
as-  
nis  
ng  
g,  
ny  
ce  
ng  
of  
es

g-  
r-  
bl-  
ss  
of  
ly  
ns

re  
ny  
G.  
g-  
a  
so

is